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THE AMERICAN

ELEVATOR AND

GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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VOL. XLVI

431 South Dearborn Street, Chicago, Ill., June 15, 1928

NO. 12

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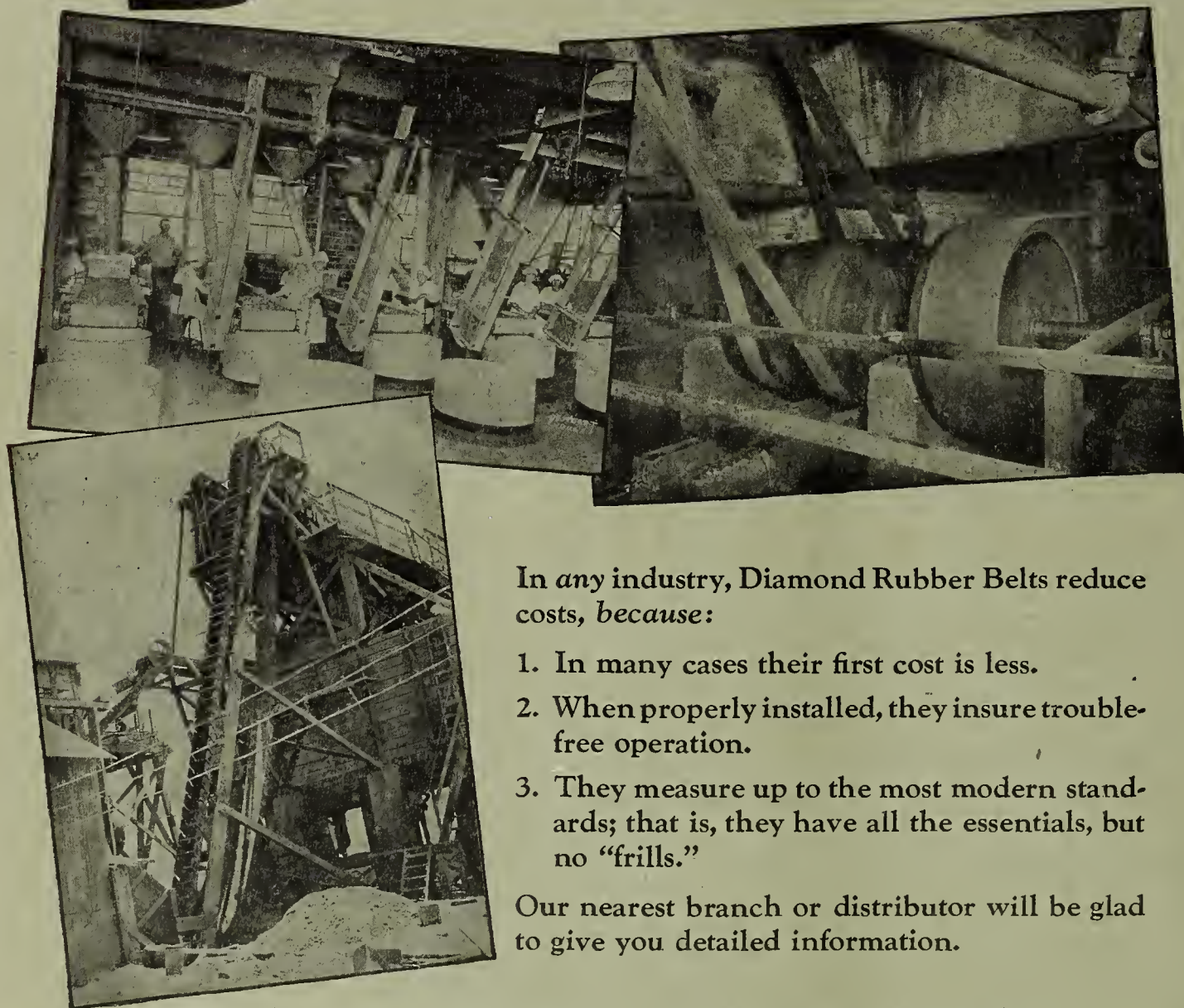
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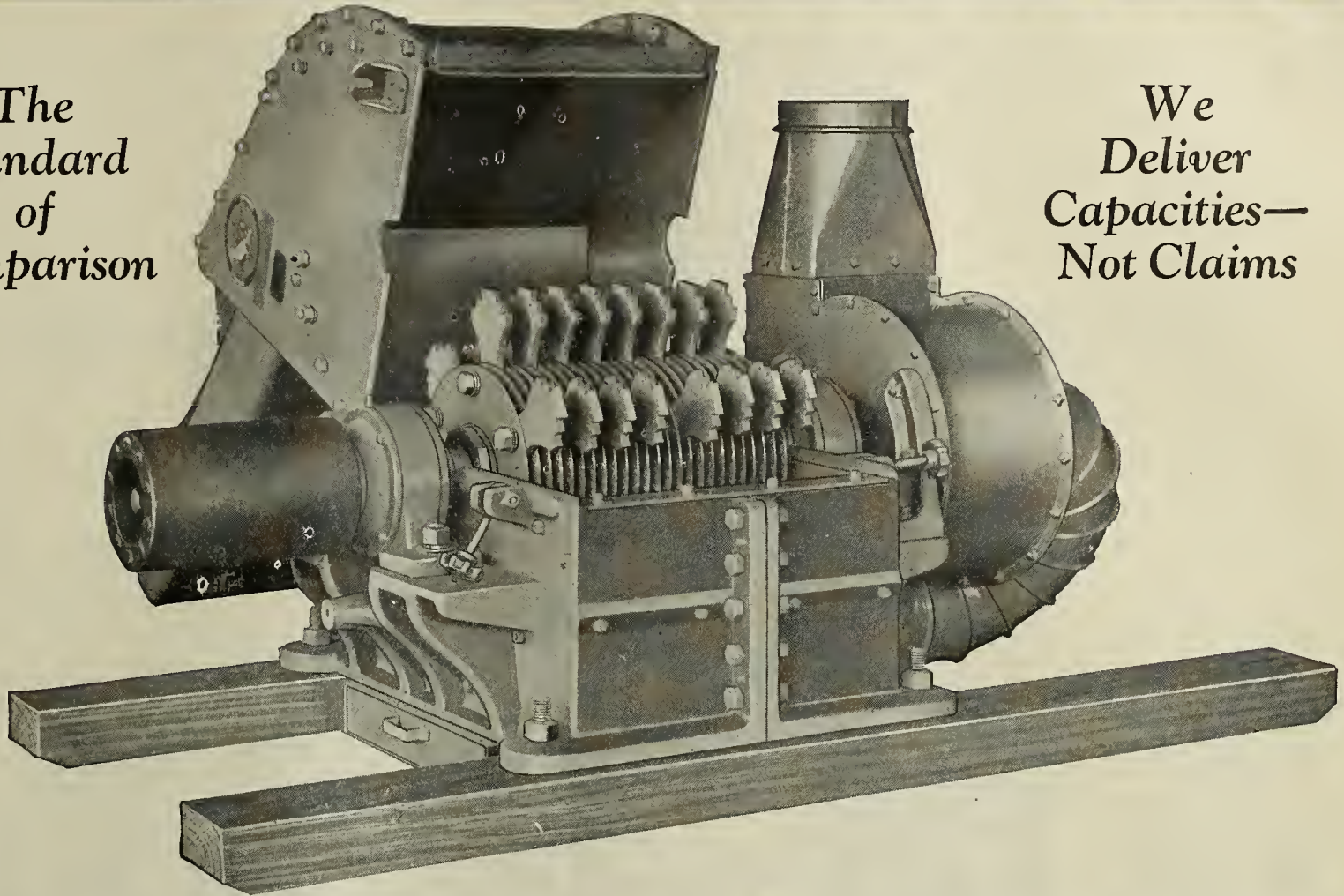
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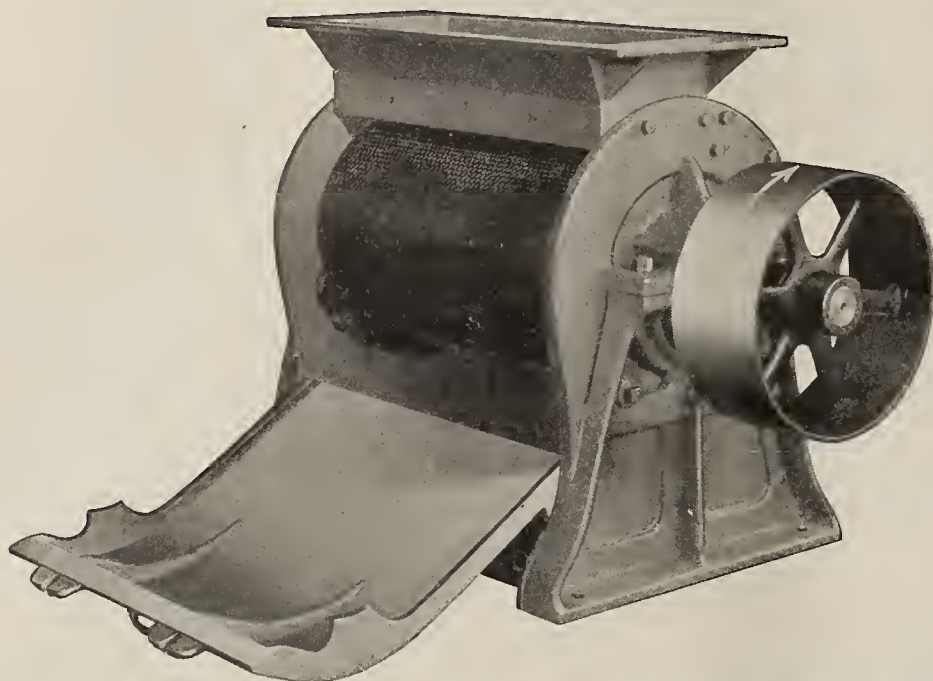
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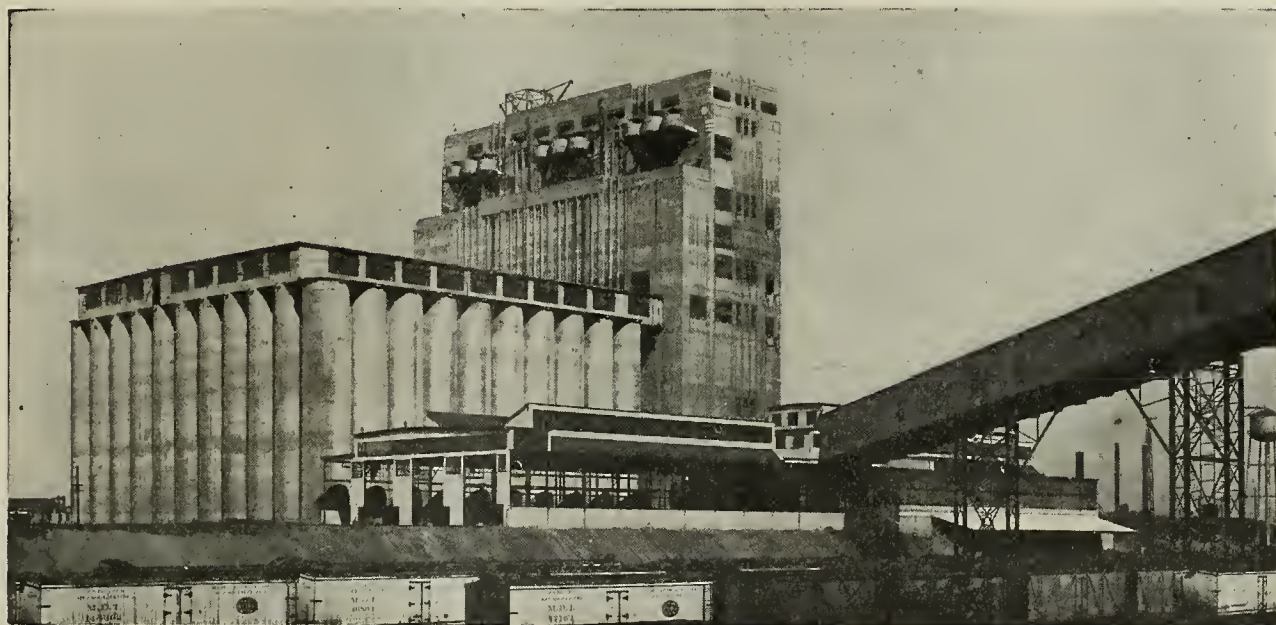
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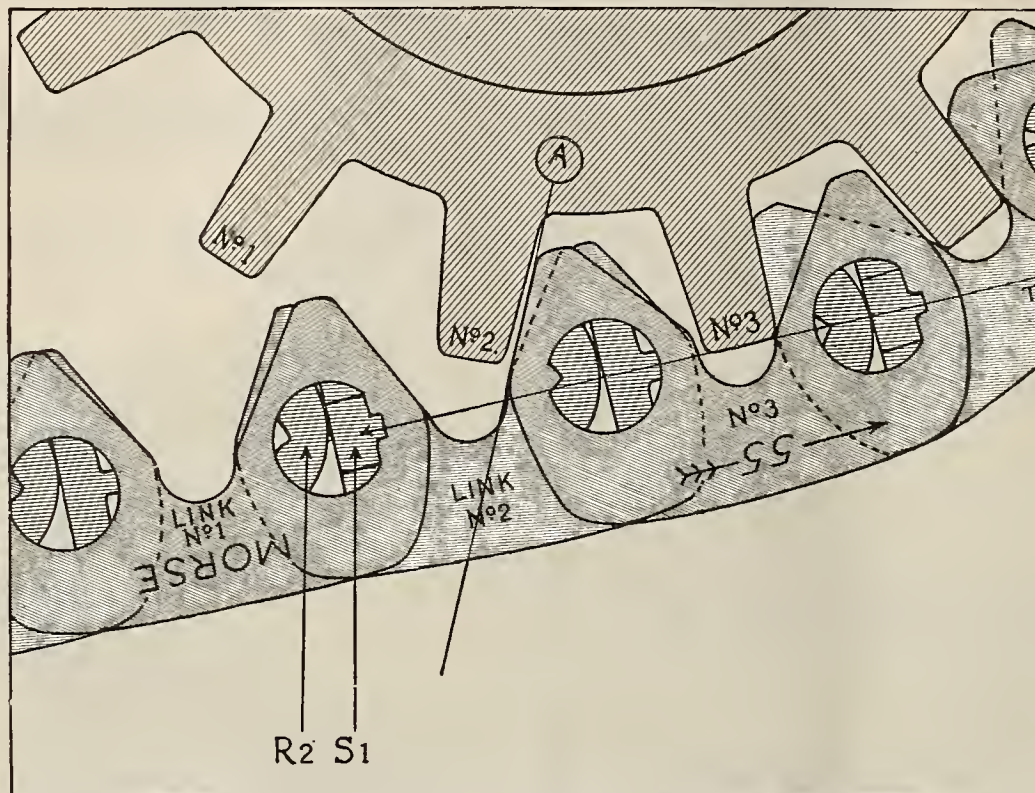
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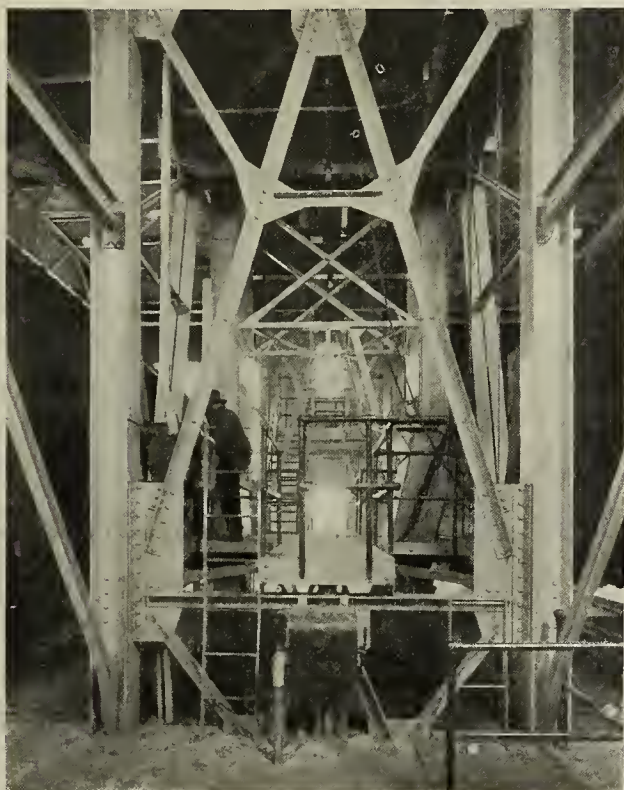
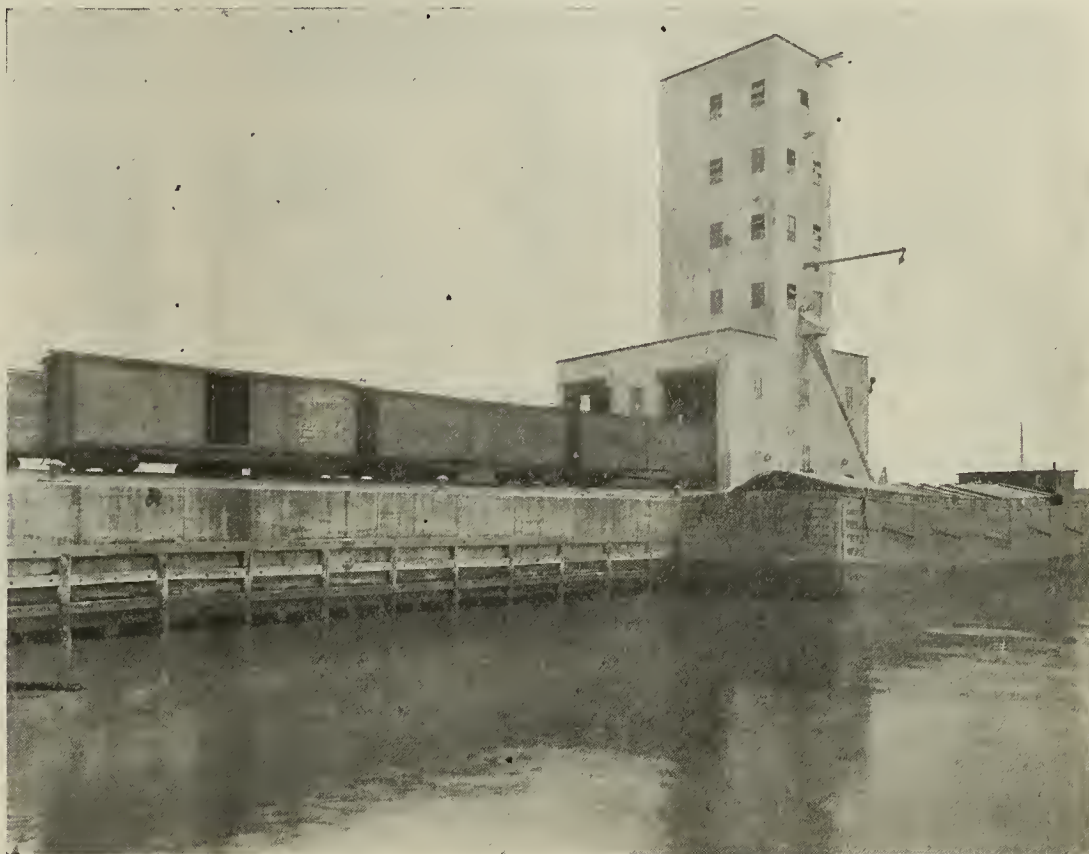
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Grain is received in cars on two parallel tracks running through the house and unloaded with two pairs of Clark-Beatty Power Shovels into track hoppers which discharge into elevator boot.

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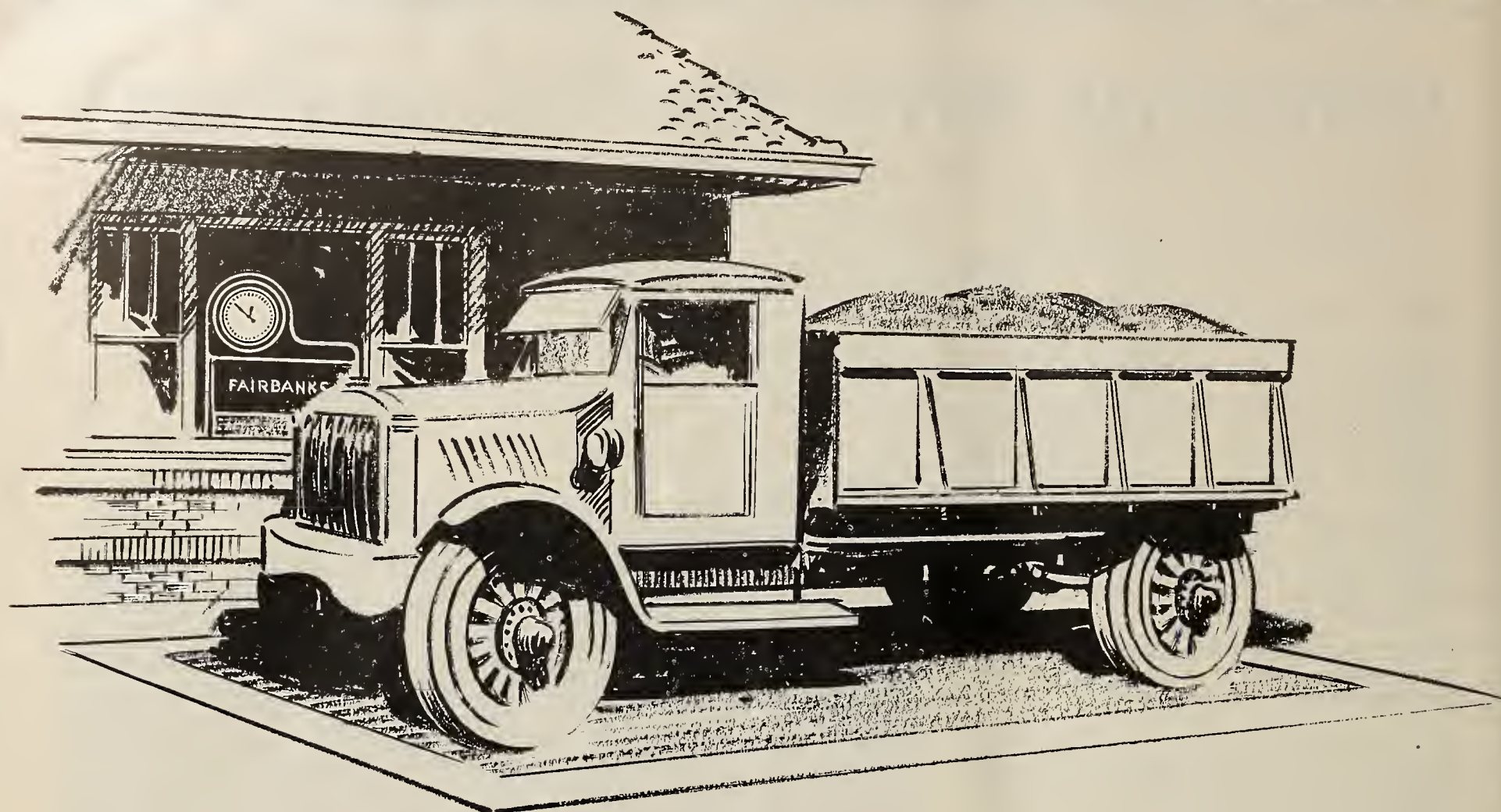
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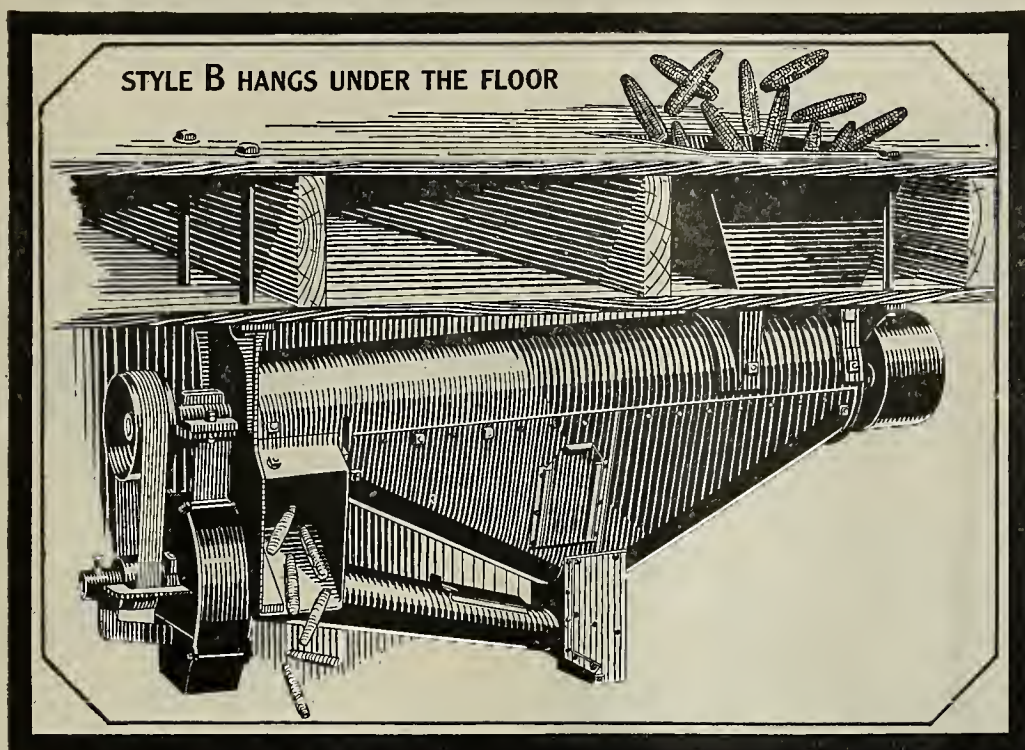
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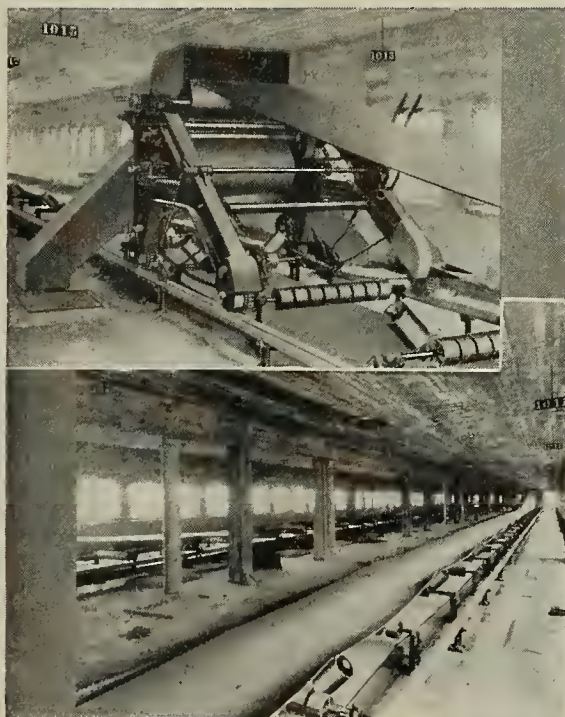
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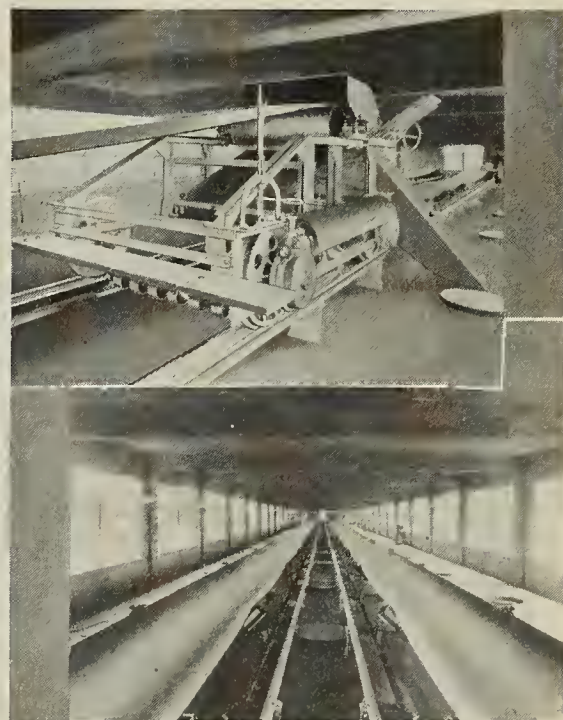
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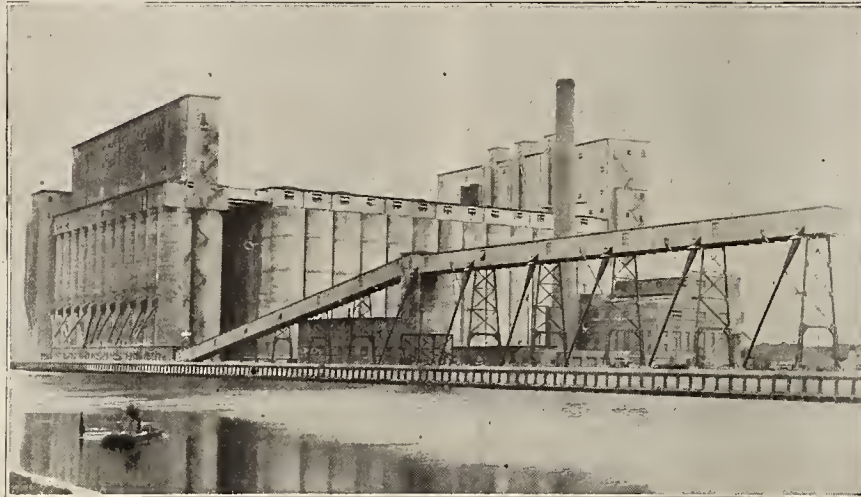
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Manchester, England
Capacity 1,500,000 Bushels
Completed 1914



Buenos Aires Elevator Co.
Buenos Aires, Argentina
Capacity 750,000 Bushels
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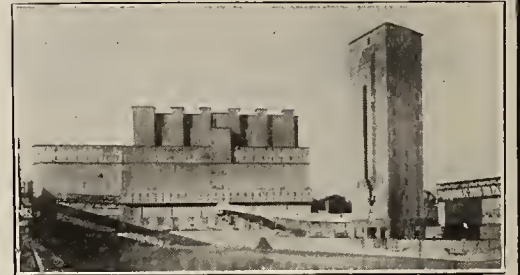
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Completed 1920

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Completed 1912



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MONARCH

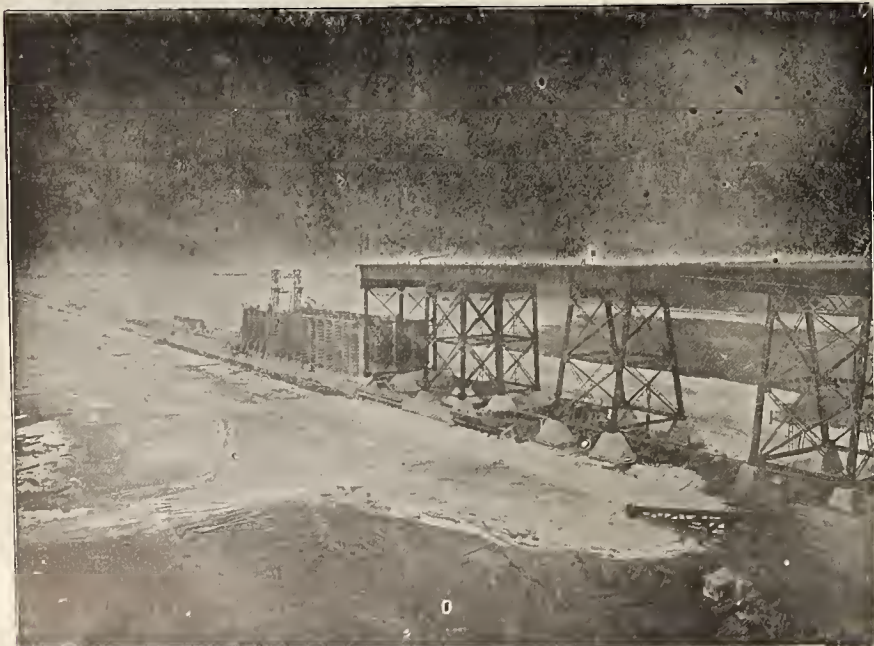
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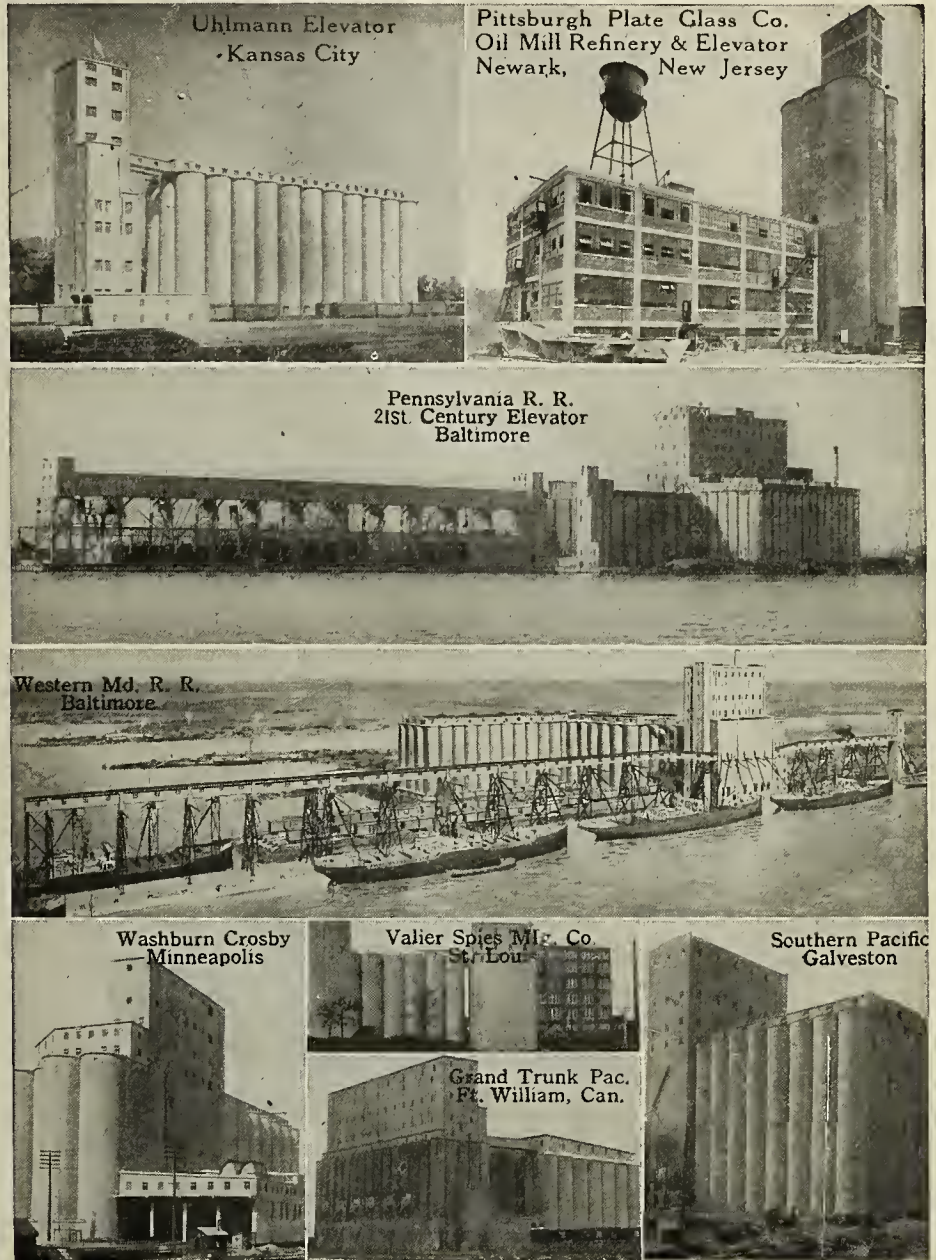
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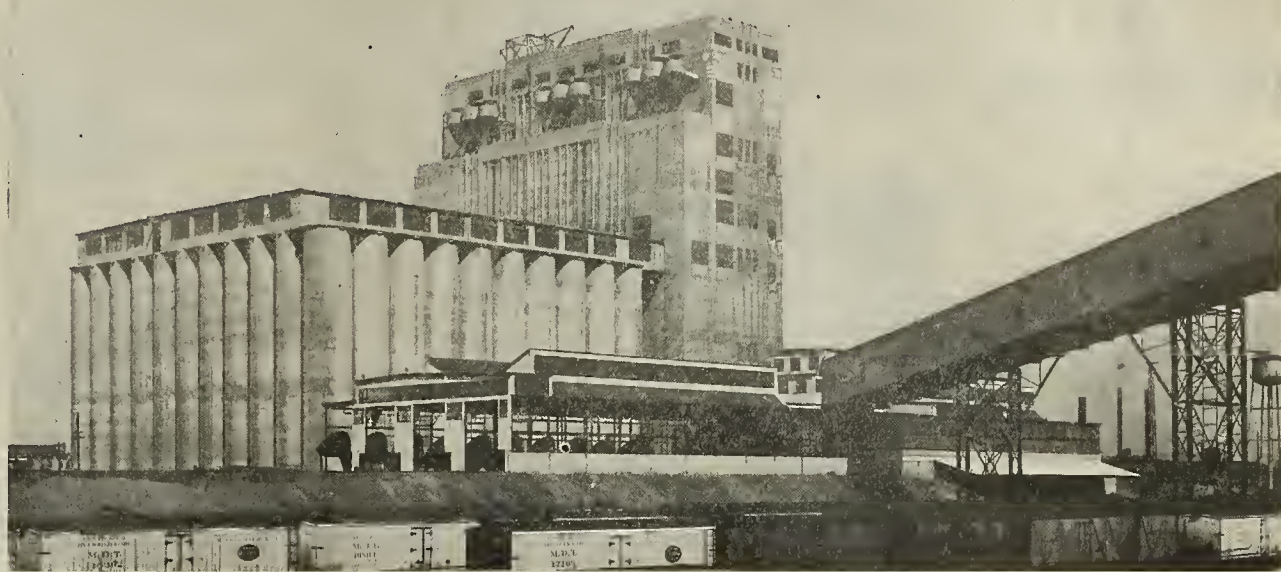
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CAPACITY { 200 Lbs. Coal
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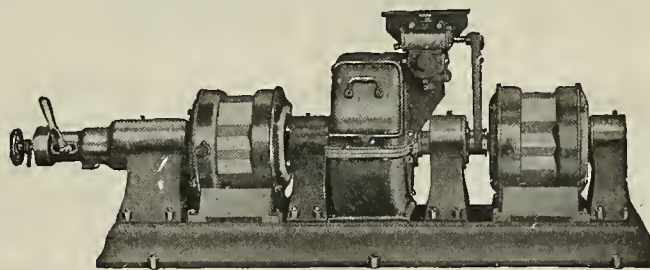
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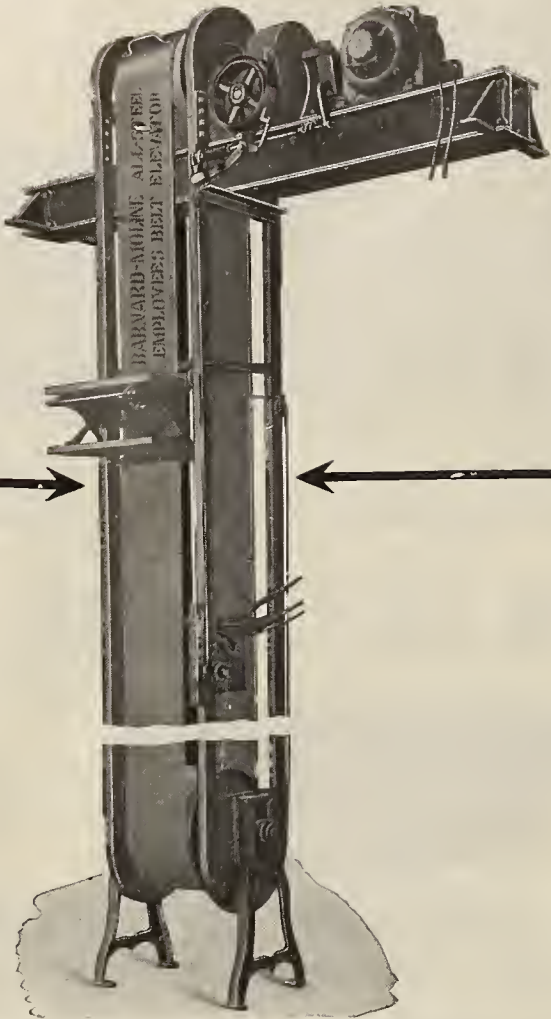
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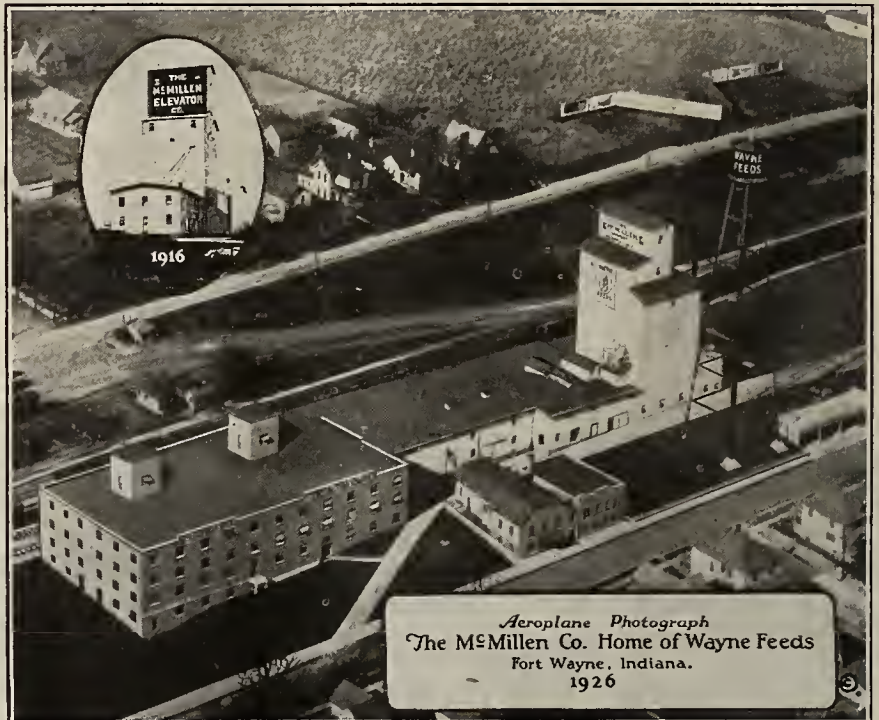
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*"American Machinist," 1927.

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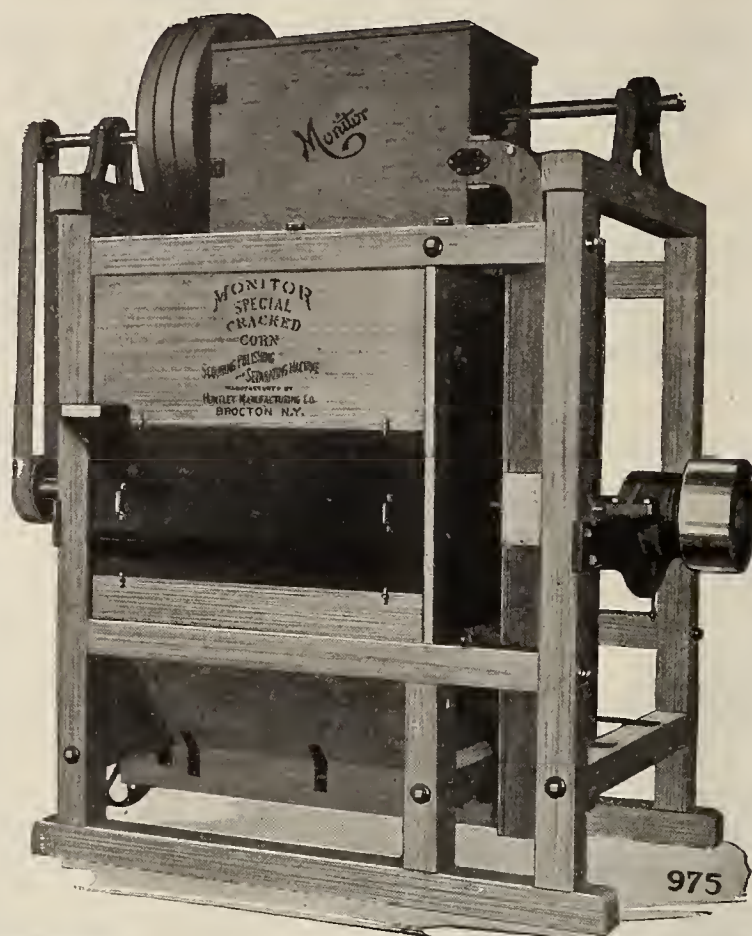
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CHICAGO, ILLINOIS, JUNE 15, 1928

NO. 12

The Feed Grinder in the Elevator

A Look into the Past and Future of the Feed Industry and the Part the Elevator Operator Can Play

By FORMAN TYLER

A TIDAL wave cannot be measured in its weight, in its power or in the volume of the flood water. Neither is there a measuring stick for the volume of prepared feeds made in this country each year. The Bureau of the Census does not list the feedingstuffs industry separate from flour and cereal mills. Why it does not, we do not know, for feedingstuffs is a major industry in itself, with a capital investment and production value greater than many industries which are separately listed in the census report.

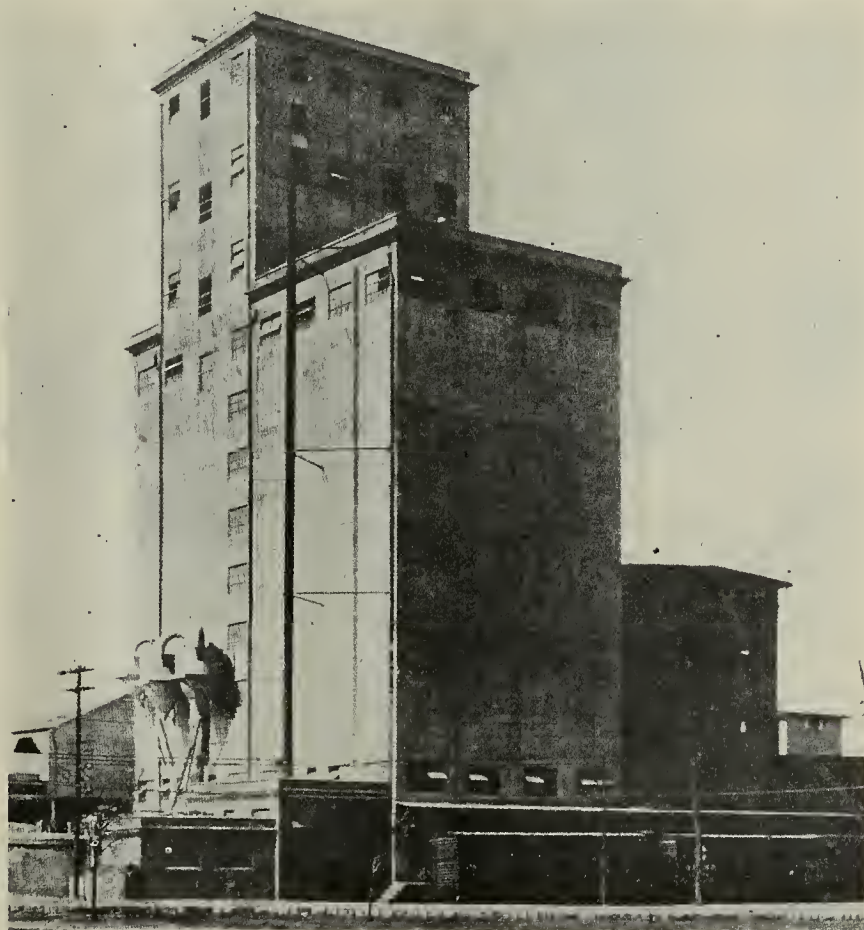
Within the experience of millers still in active pursuit of their calling, the problem of disposing of the bran and other offal left after the flour had been extracted from the wheat, was a serious problem. It was dumped into mill streams till it threatened to clog the source of power; it was burned; it was used as fertilizer; anything to get rid of it. Then someone discovered that cattle would eat it, and now it pays the operating costs. Last year the by-products of flour mills in this country were valued at \$338,593,000.

A generation ago little was known about animal nutrition. Balanced rations was little more than a name that few understood. Feeders realized that it referred in some way to the proportions of protein, carbohydrates and fats in the diet, but what those proportions were few had any idea. Hay to make bulk and corn or oats and an occasional bran mash was the accepted practice in feeding. And in spite of all we have learned since then, a great many farmers still practice that simple regimen.

Perhaps the next step was the discovery by feeders that their stock made better gains, or gave more milk when the grain was ground than when it was fed whole. The great majority of farmers have just caught up to this stage of feeding knowledge. That is what makes it necessary for every elevator and mill to have a feed grinding outfit if they want to give the service that is demanded. In the oats and corn growing territory there are hundreds of stations which shipped out anywhere up to 100,000 bushels of corn and oats, or more, which today take it in and deliver it back to the farmer, ground and sacked, ready for feeding. In fact many of these stations ship in additional grain to grind. The general increase in the number of dairy cows and chickens is responsible in part, but principally it is because farmers are sold on the idea of the economy of ground feed.

That, of course, is just the first step in scientific feeding. The science has actually reached an ad-

vanced state, for some of the brainiest men of the country have devoted years to the study. As a general rule the feed manufacturers, with their elaborate experimental farms and well equipped laboratories, are years ahead of the farmers. Graduates of the agricultural colleges, managers of large dairy herds, stock or chicken farms, and some of the more studious of the general farmers have kept pace and are feeding prepared feeds almost exclusively. The rest of the farmers will learn gradually and in time scientific feed manufacture will be among the greatest industries of the country.



PLANT OF THE RALSTON-PURINA COMPANY, NASHVILLE, TENN.
A Firm Which Has Found That Co-operation with Elevator Operators Pays

Farmers' habits are not changed over night, however, and those who are investing in feed grinders now need have little fear that the farm community as a whole will outgrow their services. In fact it is doubtful if that time will ever come, when all farmers will feed their stock economically.

Here is what is meant by economic feeding. C. W. Larson, chief of the Bureau of Dairy Industry, in his last annual report, said that of the 22,000,000 cows in the United States, about 400,000 are owned by members of dairy herd improvement associations who use scientific feeds and test the milk produc-

tion monthly; 360,000 of these properly fed and tested cows produce as much as 584,000 average cows. Of course, these associations lay stress on blooded sires, culling out the boarders and pursuing other means of herd betterment, but proper feeding plays a large part in the program.

A scientific balanced ration for cows, hogs, chickens or any other stock is a highly complex mixture. It is more than just putting together any old ingredients so long as the dry mixture contains, say 16 per cent crude protein, 5 per cent fat, not over 10 per cent fiber and the balance, carbohydrates, minerals and water. There is a list as long as your arm of possible high protein materials that could be used in feed. Digestibility, nutritive value and price are three important factors that have to be considered in every selection. There are similar lists for every other ingredient that can be used to make up the necessary fats, carbohydrates and minerals in the feed. Tables of the analyses of these ingredients are available, but they would take up pages of this magazine. There are unlimited combinations of these feeds that would give the same total analysis, but not any two would have the same value to the feeder.

That is where the experimental work of the feed manufacturers comes in, to find the best combination of materials that can always be obtained in sufficient quantities, or that substitutes can be found for. He requires wide market contacts, large storage facilities for many products and constant laboratory supervision, three things which the smaller feed grinder or mixer cannot have.

And yet there is no conflict between the feed manufacturer and the local feed grinder. The local man is helping in the educational process. He is carrying the farmer over the first step which must be taken before the feeder is prepared to listen to the more advanced talk on balanced rations. If he is wise, the local man will fortify his position by carrying

a full line of feeds from a manufacturer, so that he can supply the demand for the more advanced feeding program which he himself has helped to create. The local grinder and the feed manufacturer can play the game together and both profit by it, and at the same time the grinding mill can be kept busy.

Feed grinding and selling prepared feeds are two of the most profitable sidelines which the elevator or small mill can handle. But no sideline, for the elevator man especially, can be a success unless he has the sideline point of view. Sidelines are merchandise and he has to become a merchant if

he expects to make a go of it. Too many elevator operators sit in their offices waiting for the farmers to drive up with their loads of grain. Business comes to him because he has the necessary facilities. But feeds cannot be sold that way, either of his own grinding or the feed prepared by a manufacturer. The way to sell is another story, in fact many other stories, but we mention it as just one of the considerations. However, the wise elevator men are getting into the feed game and getting into it hard.

FEDERAL GRADES FOR CEREAL OATS

An order amending the official grain standards of the United States for oats by adding a new section to provide a separate classification for "cereal" oats was signed by Secretary of Agriculture Jardine June 1, 1928. The new section, which becomes effective August 30, 1928, is as follows:

"Section 16. Cereal Oats.—Cereal Oats shall be oats which have been sized with the result that their commercial quality is not reflected by the numerical grade designation, including Sample Grade, alone. Cereal oats shall be graded and designated according to the grade requirements of the standards applicable to such oats if they were not cereal oats, and there shall be added to, and made a part of, such grade designation the word 'Cereal'."

NEW BULLETIN ON THE BROWN-DUVEL TESTER

A revised bulletin has been issued by the United States Department of Agriculture on the Brown-Duvel Moisture Tester and its uses. Accurate tests can be made by the use of this tester in determining the moisture content of rough and brown rice and shelled peanuts as well as all cereals, and the earlier information for determining the moisture content of the former has been revised. The proper temperature to heat these commodities is now placed at 200 degrees Centigrade.

Slight revision has been made in some of the specifications for the apparatus used in the Brown-Duvel tester in order to insure more uniform conditions in manufacturing the tester.

Copies of the bulletin No. 1375-D (revised), entitled, "The Brown-Duvel Moisture Tester and How to Operate It,"—may be secured from any Federal Grain Supervision Office, or the Office of Information, United States Department of Agriculture, Washington, D. C.

CORN BORER FUNDS BLOCKED

The House of Representatives, Washington, D. C., blocked the effort of Representative Wood of Lafayette, Ind., to get an immediate appropriation of \$7,000,000 for work in connection with the eradication of the European corn borer.

In the discussion which occurred in connection with the appropriation, it was disclosed that there is some money left from the old appropriation which is being used for research and quarantine work, but not sufficient funds remain for "clean up."

On June 2, Representative Purnell stated that the money would be asked in the first bill out from the House Committee on Appropriations in December.

Secretary Jardine under date of January 18, 1928, indicated in his summary of the results of the \$10,000,000 corn borer experimental campaign conducted in New York; Pennsylvania, Ohio, Indiana and Michigan:

(1) That it is improbable, under existing conditions governing state co-operation in such effort, that the natural spread of the borer to new territory can be retarded materially, although it is appreciated that the volume of such spread may be reduced by thorough clean-up of the entire infested area, inclusive of the border counties and townships.

(2) That it is possible to keep down the number

of borers and to prevent serious commercial damage to corn by thorough, concerted clean-up in infested territory.

(3) It is possible to prevent, for the most part, long-distance spread of the borer by human agencies. The fact that no instance has been reported of a jump of one or two hundred miles by the borer that could be properly credited to transportation by human agency, indicates the effectiveness of the maintenance of a strict quarantine as far as movement of human agencies is concerned.

(4) It is not possible to eradicate the borer, which fact the Department has repeatedly stated in the past. Repeated field tests made in the 1927 campaign demonstrated that it is impossible to eliminate every borer over any considerable area.

ED WAYNE DIES

When the Illinois grain dealers held their convention in Joliet, Ill., on May 10-12, they heard with great regret that Ed Wayne was ill, suffering from aplastic anemia. They held hope for his recovery, however, and so it was a shock to his friends to learn of his death on May 14 at his home in Delavan, Ill. Few men have been as active in grain association work as has Ed Wayne, and the Joliet convention was the first meeting of Illinois grain men which he had missed in 30 years. He was a



THE LATE EDWIN M. WAYNE

friend to all and his death causes a great gap in the line of leaders in the grain business. There are few men who have commanded greater respect for their personal character, or for the soundness of their mental processes.

Mr. Wayne in 1910 and 1911 was president of the Grain Dealers National Association and since then has been on the Executive Committee. He was the oldest active grain dealer in Illinois when he retired four years ago, and four times the Illinois grain men had honored him with the presidency of the Illinois Grain Dealers Association.

He was born in McHenry County, Illinois, on March 12, 1860. In 1896 he moved to Delavan where he engaged in the grain business. He operated for years with W. E. Culbertson as the Wayne-Culbertson Grain Company. Four years ago he retired from active business.

Mr. Wayne is survived by his widow and two daughters and a host of friends.

F. T. C. GIVES ADVICE TO CO-OPS

Many farmers and independent dealers have conjectured as to why many co-operative marketing agencies fail. The Federal Trade Commission in a recent report has indicated several causes for this, the most outstanding of which is the fact that many co-ops finance current operation ex-

penses out of the proceeds of sales of currently received produce.

The report, which the Federal Trade Commission made to the Senate in response to the Shipstead resolution calling for an investigation of farmer marketing groups, also says that co-operative marketing associations should be as well provided with permanent working capital as their established competitors, if the co-operatives are to survive.

WHAT THE FARMER THINKS

The so-called farm revolt over the President's veto may flatten out into a bunion derby. Such is the comment of some mid-western observers who attribute much of the "revolt" to ventriloquism on the part of politicians who have long "farmed the farmer." Sincerity has been lacking, it is declared, with some of the so-called farm relief leaders desirous of seeing no legislation passed so the issue might be used in the Lowden campaign.

"The president," says the current issue of the *Agricultural Review*, journal of the American Farm Congress, "has answered the radicals who for six years have been forcing this measure upon the country. He has answered them in their own language. This miscalled farm relief movement has been characterized by the violence of the attacks made upon those who would not join it. Yet everybody knows the farmer has no enemies in this country. The inside story of the political machinations, the well-laid and secretly financed campaign of propaganda, the insidious and open attacks upon every loyal branch of Coolidge's administration, and the lengths in general which this aggregation have gone to achieve an objective so largely insincere, would arouse the fighting spirit of any man."

After denouncing the economic weaknesses of the proposed law and the amazing bureaucracy it would create, this farm publication declares "McNary-Haugenism is not a farmer movement. The bulk of the farmers have paid little attention to it. Most of its leadership is as radical as was that of the Farmers' Alliance or the Non-Partisan League. It is a class of leadership that would junk our most valuable institutions and drag down our cherished traditions to accomplish a political end or try out a dangerous economic theory."

Thomas D. Campbell, Montana, one of the country's largest individual farmers, calls the farm revolt a myth and declares practically all influential and substantial farmers endorse the President's veto. Grave danger, one observer says, lies in the fact that other countries, taking our farm relief talk seriously, may prepare reprisals.

FARM PRICE INDEX HIGHER

A farm price index the highest in almost three years is reported by the Bureau of Agricultural Economics, United States Department of Agriculture. This index on May 15 was 148 per cent of the pre-war level, an advance of eight points since April 15. At 148, the bureau says, the index is 22 points above May a year ago and is the highest point the index has reached since August, 1925. It is the highest May figure since 1920. The advance during the period April 15 to May 15 is accounted for by increases in all groups except dairy products which showed a seasonal decline of three points. Grains advanced 16 points.

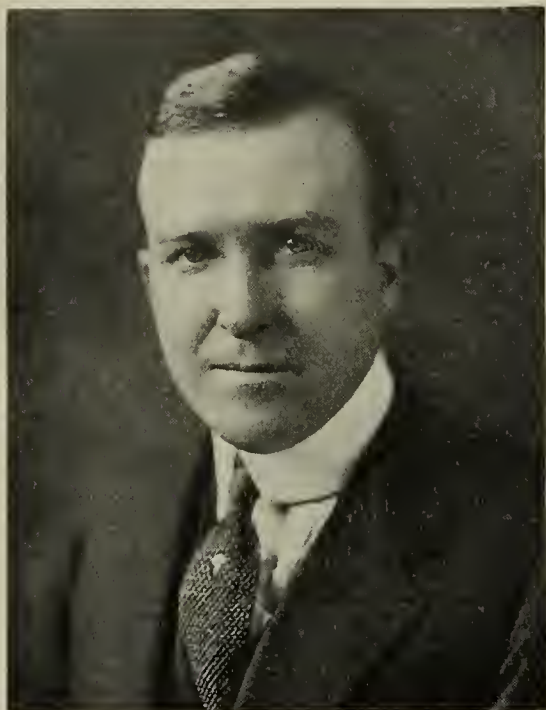
The corn-hog ratio which has been declining since November, 1927, advanced 0.2 points from April 15 to May 15. The farm price of corn advanced 13 per cent during the period under review, accounted for largely by the combined high feeding demand due to the short oats supplies and unusually small farm supplies of corn in the eastern corn belt states. The farm price of wheat was 11 per cent higher on May 15 than on April 15, the bureau reporting that the unfavorable winter has resulted in one of the heaviest abandonments of Winter wheat on record. The condition of Winter wheat was about 10 per cent lower on May 1 than a year ago, indicating a production about 11.9 per cent less than in 1927.

A Bird's Eye View of Europe

A Chicago Grain Man Gives His Impressions After Flying
Three Thousand Miles Over Europe

By GEORGE E. BOOTH

AN EARLY start to fly from Paris to Vienna seemed desirable but to be at the Grand Hotel at 4:30 necessitated getting up about 3:30 after a very brief sleep. The morning was dark and chilly but I was cheerful, anticipating interesting hours to come flying over France, Czechoslovakia and Austria. There was a little delay at the hotel, but I arrived at the Bourget flying field about 5:30 a. m., after a rattling ride through the almost deserted streets of Paris. As daylight came slowly a heavy fog or mist hung over the large, level field and did not lift. It was cold in the little waiting room of the C. I. D. N. A. (Company International to Navigate the Air). A fire was



GEORGE E. BOOTH

started in the small stove but the place didn't warm up much. My passport was inspected, my baggage weighed and found over 15 kilo (the maximum allowed to be carried free) and I got friendly with the pilots—two efficient appearing Frenchmen.

It was explained that weather conditions must improve before we started and it was hoped an hour would bring the desired change. I was shown into the large hangars in which were all sizes of planes with one, two and three engines to carry from two up to 20 people; Samson, Bleriot, Jupiter, Fokker, Hansa and Caudron motors; some biplanes, some monoplanes, the largest were biplanes. Most of the machines or planes were to carry six passengers with seats for two pilots or a pilot and mechanic either in the rear or front top of the plane. The single engine, Bleriot Spad, had 420 horsepower, the twin and triple engine planes from 260 horsepower to 400 horsepower with each engine. I was shown the spot (now well marked) on the Bourget Field where Lindbergh got out of the *Spirit of St. Louis*.

Time dragged and I slept on a settee in spite of the cold. At 10 o'clock I was helped into a Bleriot Spad, four passenger biplane. The fog had partially cleared and we were soon sailing over the edge of Paris straightening into a south and east direction. The country was picturesque with green fields, roads, villages, streams. The engine roared but the plane was steady and about the only objectionable feature was the cold. It was chilly even in the tight cabin, not particularly draughty but almost uncomfortably cool. I tried to locate Chateau Thierry but could not be sure. It was easy to follow the river Marne and fix the cities of Meaux, BarleDuc, Commerc, Toul and Nancy, and in spots there appeared to be remains of trenches or changes in the country made by the armies. The country was rolling and there were many small tributaries to the Marne.

Most of the land was under cultivation with the green fields indicating Winter wheat in good condition. Characteristic of France the fields are long and narrow and very few fences are seen. From the looks of the streams and land, there had been plenty of rainfall. There was some slight bumping and side slipping of the plane but hardly noticeable to me and I saw no reason for the air-sickness.

At Strassburg, about 1 o'clock, we changed planes and pilots, now only one man, a small, weazened faced, middle-aged man who did not wear goggles and had inflamed eyelids, took the wheel. The weather continues cloudy and cool. We are in another Bleriot Spad and are soon over the Black Forest sailing or roaring along smoothly with a lot less vibration or motion than an automobile. We quickly crossed the Rhine and after going over the "forest noire" we could barely make out Stuttgart to the right. The open country showed close cultivation but lots of water in the fields. More forests—some good sized hills, almost mountains, clouds, rain and wind. About 4 o'clock we came down at Nuremburg after some rather rough flying in the last hour.

After taking on petrol we were up in the air again shortly with the same pilot and plane and we seemed to be making good speed over the rough and wooded country. There were two sets of low mountain ranges and there was some dodging of clouds, just enough to be interesting. On the plains nearer Prague there was much water standing in the fields which appeared well cultivated.

Now we are at Prague. It is dark and the plane for Vienna has gone. The airdome people in this Czechoslovakian capital are most courteous and suggest that I stay over for the 3 o'clock plane the next afternoon, but are quick to refund money on my ticket when I decide to go on to Vienna by train that night. At the Esplanada Hotel I am able to wash up and warm up. I had checked my baggage at the station and went down fairly early to arrange sleeper accommodations. It couldn't be done. My Czech was not working, but in bad German I made every sort of an appeal and effort. The space wasn't to be had, but rather than be delayed I took first class coach accommodations, which were pretty comfortable and I slept until about 5:30 a. m. From then on until about 7:30 I studied the Austrian landscape which might have been part of Iowa or Indiana as far as the lay of the land was concerned. The buildings were different but nothing particularly queer. The soil appeared not overly rich and there seemed to be no excess moisture.

A good breakfast at the New Bristol Hotel in Vienna is very helpful and I am soon in a most luxurious hot bath. The next morning the American Express tells me after 'phoning that there is no space on the plane for Constantinople for two or three days ahead. This is a great disappointment but I won't give up. At the C. I. D. N. A. offices I find a friendly Frenchman who understands English and I impress upon him how keenly I want to go. He promises to see what he can do and takes it up with the men at the airdome. I am told they will take me and I feel much elated. In the afternoon (after arranging passports for Roumania and Turkey in the morning) I look over Vienna, an interesting, old city. The opera in the evening, a production composed and directed by Richard Strauss, is only fairly interesting. The old building and the people attract me more, and I think of the splendid affairs which have transpired here when the large royal box was filled and Vienna out in her old-time glory.

At 7:35 the next morning I am off for Budapest, the Hungarian capital. The plane is now a three-engine Caudron biplane, with the two outside ones 260 horsepower, and the center one of 370 horsepower. The Danube isn't as blue as I expected,

but its meanderings might be construed into a waltz. Jetties and much work are in evidence to maintain a navigable channel. Long pointed barges are to be seen, as many as five in a train. These barges were on other rivers in France and Czechoslovakia but here in the Danube the river business is evidently in big volume. The country between Vienna and Budapest is mostly a level plain well cultivated. The towns of Gyor and Tata are of some interest. The plane is steady. It accommodates six people. There is considerable freight and I am told the mail and packages are much less trouble to handle and are more profitable.

At Budapest the Government man talks German and we get along. He chews gum for the first time and is interested. We are off at 10:30 in another Bleriot Spad, having left the big plane behind. The pilot says we are making about 80 miles an hour; under favorable conditions these Bleriot Spads make around 100 miles. I am cold even with golf socks, sweater and overcoat, but otherwise comfortable and interested in the plains spotted with lakes which we are flying over. We have left the Danube. These are well cultivated lands and the fields are larger than in France.

We are in Belgrade about 1 o'clock. In this Jugoslav capital they seem surprised to have me insist upon eating. We are about five miles out of town with no restaurant or tea shop in sight. Our first attempt at a hopoff was stopped by the engine (another Bleriot) getting too hot. After circling the city of Belgrade we came back and changed to another plane which takes time. The takeoff and alighting are the most sensational features of the flying. Bumping along the ground about 50 miles an hour on two small wheels keeps one on edge. The fields cannot be real smooth and there's a feeling that the plane might stub its toe and mess things up.

The day is clear and cool, the country for some



PLANE IN WHICH HE STARTED

distance out of Belgrade well cultivated farm land, but when we join the Danube again near Klecevac the country becomes rough and mountainous, covered with woods. This is interesting high flying around 3,000 feet while usually our height has been around 1,000 feet. The Danube with its meanders and shipping is interesting to watch. After about two hours we get over the rough country, leave the Danube and sail over farmed lands at first at the foothills which we parallel, then into broader plains.

About 5:20 p. m. we come down at Bucharest, the capitol of Roumania, at a good airdome with new buildings and very courteous attendants. As elsewhere, there is a bus to take us into the city and I'm soon at the Palace Continental Hotel—almost elegant in its parlors and dining room but not so attractive upstairs. It is a rather uninteresting city. The royal palace and postoffice are the principal buildings. The streets are narrow and filled with people on promenade at 7 o'clock.

It is almost warm the next morning as we hop off at 9 a. m. from Bucharest for Constantinople. There's a haze so that one cannot see far. The plane is another Bleriot Spad. There's a snappy French pilot with a Turk student beside him. The country is fairly level and near Bucharest well cultivated; farther south more grass land. I went to sleep and missed seeing Jambol. There were some patches of forests between Jambol and the Sea of Marmora. I was invited to sit beside the pilot.

It was breezy and cool with only my cap pulled down as a protection, but the view is great. The plane is steady and there's a thrill out of sitting up there in the clean, clear air looking down upon the panorama of fields and streams and roads below. When we came to the sea north of Silivri the pilot took us out over the water and it was beautiful to have this vision of water and land. I waved at boats as we passed over them, about 1,000 feet up. I could see the Princess Islands out in the Sea of Marmora but couldn't make out the Black Sea.

The domes and minarets of Constantinople show up in the distance and we arrive at the San Stefano airdome several miles from the city. It is only a little past 12 noon but considerable time is taken to get clear and on the way to the city. Over a rough road we take about an hour getting into town. I'm interested in the old walls and moat as we come to the edge of Stamboul, the old part of Constantinople which was formerly walled in and fortified. The streets are narrow and rather dirty. There are lots

of people loafing in chairs on the side walks or in the open restaurants and coffee houses. We cross a fine wide bridge over the entrance to the Golden Horn and are in Pera, the new part of the city. The Pera Palace Hotel is not as grand as the name would indicate, but it is pretty comfortable even if a little seedy and smelly. It is Friday. After lunch I'm off for sight-seeing with a Turkish guide who talks English and is a member of the Y. M. C. A.

Monday morning the C. I. D. N. A. bus calls for me at 4.40. It's dark and cold. At the airdome there appears to be unnecessary delay. They do not tune up the motors until after getting weather reports. The first motor won't start but finally we are off at 6:45 a. m.—another Bleriot Spad—with a French pilot and a Bulgarian mechanic. It becomes cloudy and rainy after a beautiful sunrise. The country is fairly level and partly cultivated. We are going strong over Adrianople but the weather is thicker and there are more clouds. We go higher—it is raining—we are in clouds and out

of them; the country is more broken and there are mountains on our left. The plane is not keeping a straight course. The going is bumpy and rough. I don't like the sound of the engine, it is either not working well or has been throttled down. I look at the pilot who shakes his head (why, I don't know) but evidently he is not satisfied. The plane is from 3,000 to 4,000 feet up and seems to be wandering about, probably dodging clouds and looking for the best course. Now we make a complete turn and are evidently going back. The pilot knocks on the little window through which he can see into the cabin and indicates he is going to make a landing. After reaching a fairly level country we circle around a grazing tract for a while where there are shepherds and sheep. It is difficult to find a place to land and the banking and dropping then going up again to repeat the program gives me the idea we may be in some danger. We finally choose a spot and alight. It is raining steadily now.

(To be continued)

Sheldon Supplements Chicago Capacity

J. C. Shaffer Grain Company Operates the Million-Bushel Big Four Elevator "C" Plant in Sheldon, Ill.

AMONG the prominent grain firms which have played a conspicuous part in the terminal market at Chicago for many years is the J. C. Shaffer Grain Company. In this concern John J. Stream, a former president of the Board of Trade of Chicago, and John C. Shaffer, publisher of one of Chicago's leading newspapers, have been associated as principals for a correspondingly long period. They have developed an organization which is notable for the length of time for which numerous employees have remained with them, and have built a business which ranks high among the grain enterprises of the Middle West. Mr. Stream and Mr. Shaffer are also associated in the commission firm of Shaffer & Stream. Mr. Stream will also be remembered as the head of the Coarse Grains Division of the Food Administration, under Hoover during the World War. During this period, E. M. Combs undertook the duties generally performed by Mr. Stream in the company, and he remains actively engaged in the business today.

Mr. Shaffer joined the Board of Trade in 1876 as a member, having entered the grain business in 1874 as a clerk with J. B. Hobbs & Co. He entered business for himself in 1880. The company operates several elevator units, one of the most notable groups being the three units in South Chicago, shown in one of the accompanying illustrations, houses of 4,500,000 bushels aggregate capacity.

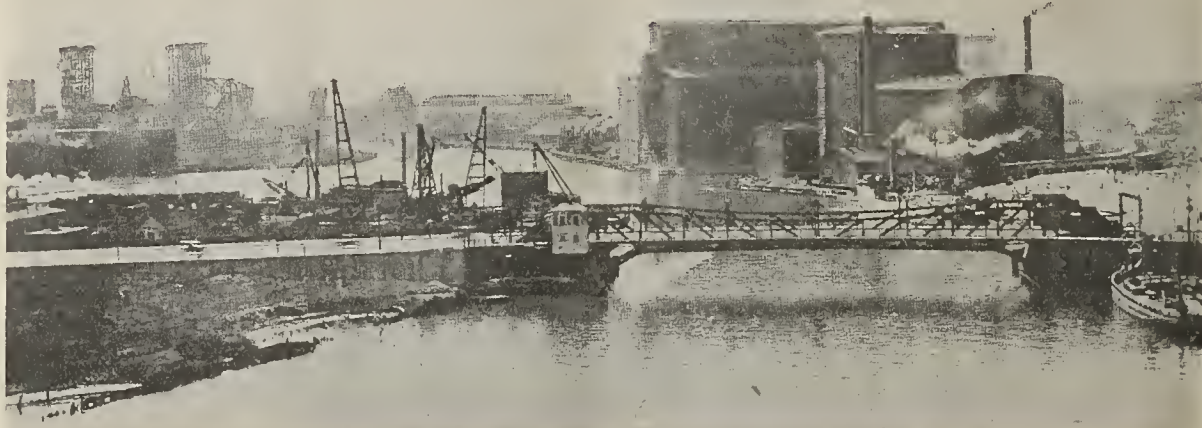
Another important unit, not so large in capacity, but necessary to the fullest efficiency of operation, is the Big Four Elevator "C", in Sheldon, Ill. This house is situated so that it has direct rail connec-

tion via the C. C. C. & St. L. line as well as the T. P. & W. Railroad. J. H. Jones is the superintendent of this elevator, which has been kept in a thoroughly modernized condition.

The work house of the elevator is 38 feet by 68

feet, and the shipping capacity is 40 cars daily. A Monitor Grain Cleaner, made by the Huntley Manufacturing Company, Brocton, N. Y., affords the house a cleaning capacity of 25,000 bushels per day. An Ellis Drier gives 10,000 bushels (3 per cent extraction) drying capacity; and the bleaching apparatus is also an Ellis installation, with a capacity of 20,000 bushels daily.

Electricity is used for both power and lighting, and the current is generated by the use of the elevator's own steam boilers. Four hundred twenty-



SOUTH CHICAGO ELEVATORS "C," "C ANNEX" AND "D"

feet by 160 feet in height. There are 33 bins, 64 feet deep, 30 tank bins—24-foot diameters and an average depth of 75 feet—and 19 intersectional bins. It is of concrete and tile construction, and has a total storage capacity of 1,075,000 bushels. The tanks include 750,000 bushels of this storage, and the remaining 325,000 bushels are cared for by the other bins.

The receiving capacity of the house is 25 cars

five horsepower is generated, and the aggregate horsepower of the 28 motors is 645. These motors were furnished by Fairbanks, Morse & Co., Chicago, Ill. Chain, belt and rope drives are used, the silent chain drives having been supplied by the Morse Chain Company, Ithaca, N. Y. The operation control includes the use of electric starter and friction clutches. The power plant consists of four 66-inch by 18-foot boilers, one 275-horsepower Corliss engine and one 150-horsepower Fitchburg engine with generator attached.

Eleven belt conveyors are in use, five in the basement and four over storage and two for the tracks and drier. Fabric belting is used for these conveyors. For unloading, there are Clark Power Shovels with rope drives. Two Fairbanks Scales with steel hoppers take care of the weighing requirements, and these two scales have a capacity of 120,000 pounds each.

For fire protection there are water barrels and fire extinguishers on each floor. The elevator is also equipped with the necessary receiving and shipping legs, cleaner and clipper legs and drier and bleacher legs. The principal grains handled are corn and oats.

THE John Devlin Hay Company, Inc., of Chicago, Ill., in its news letter of June 12, says: Good hay was a ready seller here this morning while low grade hay was somewhat neglected. There is an especially good demand for No. 1 and No. 2 Timothy, also light and Medium Clover Mixed, also for Heavy Clover Mixed of good color. Off colored and stained hay slow sale.



BIG FOUR ELEVATOR "C," SHELDON, ILL.

How the Grain Futures Act Works

A Discussion of the Work of the Grain Futures Administration and the Results Obtained in the Operation of the Grain Futures Act

By DR. J. W. T. DUVEL*

THE Grain Futures Act was approved by the President, September 21, 1922. The constitutionality of the act was upheld by the United States Supreme Court in a decision handed down April 16, 1923. The rules and regulations were promulgated by the Secretary of Agriculture under authority contained in the act under date of June 22, 1923. The first reports from members of contract markets, as required under the rules and regulations, were received July 9, 1923. Therefore, the act has been in effect for nearly five years. During this period the grain dealers and producers of the Southwest have had only what might be termed a long-range view of our activities. Consequently, it seems quite natural that you desire to learn first-hand something more definite regarding the work of the Grain Futures Administration in carrying out the provisions of the Grain Futures Act.

I take it that most of you are familiar with the provisions of the act and the causes which actuated Congress in the matter of legislation providing for Federal supervision of transactions in grain futures. However, a brief resumé at this point may be helpful to a better understanding of what I may say later and of any discussion which may follow.

ORIGIN OF TRADING IN "FUTURES"

The trading in grain for future delivery developed somewhat naturally from the trading in "time contracts" prior to and during the Civil War. The "time contracts" of those days applied primarily to shipments by water from Chicago, and covered the period of closed navigation on the Great Lakes. Coupled with slow transportation and extremely poor communication such contracts involved considerable risk and therefore afforded a fertile field for speculative ventures. The ownership of these contracts changed frequently. Speculation therein developed to such an extent that shortly after the Civil War the Chicago Board of Trade adopted rules governing transactions of this character. There was thus created a futures market which has long since become world-wide in scope, although the character of the trading as well as the form of the contract has changed materially.

The highly speculative features involved in the contracts of sale for future delivery and the erratic price fluctuations resulting therefrom very early led to widespread dissatisfaction, especially on the part of producers and small traders. There soon developed a demand for some form of Federal legislation seeking to control transactions of this character. The first bill was introduced during the first session of the forty-eighth Congress in 1883-84. This bill was aimed to prohibit the mailing of letters, circulars and money orders relating to future contracts. During the nearly 40 years which followed numerous bills to prohibit or to regulate future trading in grain were before Congress, but none received favorable action until the passage of The Futures Trading Act of 1921. This act, however, failed to withstand the test of the United States Supreme Court. With a stronger public demand for Federal regulation of futures exchanges Congress passed the Grain Futures Act of September 21, 1922. This act was sustained by the United States Supreme Court and has been fully effective since July, 1923.

MAIN PROVISIONS OF THE ACT

Under authority contained in the act, the Secretary of Agriculture is authorized to designate any board of trade as a contract market when located at a terminal market where cash grain is sold in sufficient volume and under such conditions as fairly to reflect the general value and the differ-

ences in value between the various grades, and where there is available, inspection service approved by the Secretary of Agriculture. Such a designation, however, is further contingent upon the governing board's providing (a) for the making of such reports as may be prescribed by the Secretary of Agriculture showing the details and terms of all cash and future transactions, (b) for the prevention of the dissemination of false and misleading reports concerning crop or market information that affects or tends to affect prices, (c) for the prevention of manipulation or cornering, and (d) for the admission of co-operatives operating on a patronage basis.

Under the rules and regulations prescribed by the Secretary of Agriculture clearing members are required to report daily, (a) the aggregate of purchases and sales, (b) the aggregate of customers' long and short commitments, and (c) the market position of all accounts which equal or exceed an amount fixed from time to time by the Grain Fu-



DR. J. W. T. DUVEL

tures Administration. The latter amount varies with the different grains and at the different markets. At Chicago this amount is fixed at 500,000 bushels for wheat, corn or oats; at Kansas City, 250,000 bushels. In addition to the reports by clearing members, individuals are required to report their market position whenever it reaches the amount heretofore indicated. The act itself provides that the books and records of members of contract markets shall at all times be open to inspection.

VOLUME OF TRADING

The first reports under the rules and regulations pertaining to the enforcement of the Grain Futures Act were received on July 9, 1923. Prior to that time regular information as to the volume of trading in grain futures was not available, and opinions regarding the volume of trading varied widely. Since the Grain Futures Administration has been in active operation this information has been compiled and made public daily so that all interests might have access to the figures showing the total volume of trading daily in each kind of grain on the various contract markets. I think it is generally recognized that this knowledge has in no way worked to the detriment of the futures markets but has resulted in a fuller understanding of their activities and functions.

As pointed out in a number of reports of the Grain Futures Administration, there is a wide variation in the volume of trading from day to day,

depending upon the condition of the market and the factors which normally influence prices. During the five years that the records have been available the smallest daily volume of trading in wheat at Chicago was 4,031,000 bushels on January 26, 1924. On that date the price of May wheat worked through a range of one-half cent. The largest single day's trading in wheat was 149,581,000 bushels on March 13, 1925. On that date the price of May wheat worked through a range of 13¼ cents with a net decline from the previous day's close of 14¼ cents. On days of relatively large volume of trading there is always a wide and abnormal movement in prices. These price movements may be either up or down. As a general rule, however, the declines accompanying a large volume of trading are more severe than the advances. This you will readily understand as being due primarily to the fact that the smaller traders, commonly known as the general public, usually enter the market on the buying side.

MARKET COMMITMENTS

The figures showing the aggregate open commitments in the futures contracts covering the various grains have not been made public each day on the same basis as those pertaining to the volume of trading. They have, however, been made available by days in reports issued monthly.

The aggregate open commitments and the changes therein from day to day afford a much better index as to what is taking place in the market than do the volume of trading figures. For example, an increase in the open commitments which is accompanied by an advance in price must result from new buying for long account. On the other hand an increase in the open commitments accompanied by a decline in price can result only from selling for short account.

I mention these two points because trade gossip and market reports, attributing declines to the liquidation by tired longs, or advances to forced covering by scared shorts, have caused no little concern in the administration of the act. In many, and perhaps in the majority of instances, such reports are not in keeping with the facts. At best they are nothing more than guesses. At times they play an important part in price movements. While much has been accomplished in restricting trade gossip of this character the results have not been perfect so far.

The aggregate of the open commitments do not vary so widely as the volume of trading. During the past five years the open commitments in wheat on the Chicago Board of Trade have ranged from 60,000,000 to 134,000,000 with an average somewhere around 90,000,000. The low point is usually just prior to the beginning of the new crop movement. The high point is some time after stocks have accumulated at the terminals, or during periods of unusual speculative activity. The average of the open contracts in wheat on the Minneapolis Chamber of Commerce is generally somewhere around 22 to 23,000,000; on the Kansas City Board of Trade, about 16,000,000.

REPORTS COVERING SPECIAL ACCOUNTS

In addition to the reports showing the volume of trading and the aggregate open commitments, special reports are received each day for all accounts showing a long or short position of 500,000 bushels or more in any one future. These we term special accounts as they frequently reach considerable volume and often play an important part in price movements. With this information immediately available it has been possible, through close co-operation with the Business Conduct Committees of the exchanges, to prevent corners and other abuses which are likely to result from market domination by a few traders. It has been fully demonstrated that in the absence of such information effective supervision is impossible and "post mortems" accomplish but little except to create additional public distrust.

In this connection it seems necessary to refer to reports which have been circulated rather widely to the effect that large traders have been ordered to close out their holdings. These reports are not in keeping with the facts. The Business Conduct

*This address was delivered by Dr. J. W. T. Duvel, chief, Grain Futures Administration, United States Department of Agriculture, at the annual meetings this spring of both the Texas and Oklahoma Grain Dealers Associations.

Committee of the Chicago Board of Trade, however, has found it essential in order to protect the market, the small traders and the hedgers, to request traders having a large interest in the market not to increase their commitments. This has applied to traders on both the "long" and the "short" side of the market.

EFFECT OF GOVERNMENT SUPERVISION

It is not my purpose to attempt to make any detailed statement as to what has or has not been accomplished through the enforcement of the Grain Futures Act. There are, however, some general questions in serious need of clarification and these I shall discuss briefly so that you may have the facts upon which to base your own conclusions.

If you have accepted all that has been written as to the effect of Government supervision on the volume of trading in grain futures you are no doubt convinced that traders will neither buy nor sell under regulations requiring reports. In this connection a few comparisons of actual figures may be of some help to you. For the six crop years from 1921-22 to 1926-27, inclusive, the combined volume of trading in wheat, corn, oats and rye futures on all markets shows a yearly average of 21,584,046,000 bushels, the first two of these years cover a period prior to the time of making reports. For these two years the average volume of trading was 19,809,212,000 bushels. For the last four years, when reports were required under the Grain Futures Act, the yearly average was 22,471,463,000 bushels, an increase of little more than 13 per cent. The same relation exists when applied alone to wheat futures on the Chicago Board of Trade. The volume of trading the first two years averaged 11,269,772,000 bushels against an average of 12,299,990,000 bushels the last four years, and an average of 11,938,917,000 bushels for the six crop years. In corn futures the difference is even more pronounced. Based on Chicago alone the average trading for the four years under Federal supervision was 23 per cent greater than the average for the two years immediately preceding the enforcement of the act.

In the matter of reporting the long or the short position of accounts equalling or exceeding 500,000 bushels the issue has been confused, even to a

greater extent than pertains to the volume of trading. During the past five years a vast number of clippings and marked articles have passed over my desk stressing the point that persons will not take important speculative positions in the futures market under regulations requiring reports to the Grain Futures Administration. It is likewise frequently asserted that many individuals, accustomed to trade on a large scale, discontinued trading rather than submit to having their market position made known to the Government. No doubt a considerable number of the members of your association have seen many of these reports and have accepted them as true. It is, of course, possible that there may be some such, but if we are to be guided by the records they do not show it. Our observation is that both men and women who are inclined to speculate in grain futures in a large way do so whenever they see the possibility of a good profit. This is their right under the law. Neither does the act in its present form authorize the placing of any limit as to the quantity any trader may buy or sell for purely speculative purposes so long as his operations are not manipulative in character.

It hardly seems necessary to dwell upon the relationship between large scale speculative transactions in futures and price fluctuations. This point has been covered somewhat in detail in Government publications which are available to any who care to have them. It has been pointed out that in the 1925 May wheat future only eight traders ever accumulated 2,000,000 bushels or more either long or short. Of these eight, only five bought or sold as much as 2,000,000 bushels net on any one day. In the 1926 May wheat future there were likewise only eight traders whose market position ever reached 2,000,000 bushels or more, but these were not altogether the same eight who operated in the 1925 May future. In the 1926 December wheat future there were only five traders whose speculative interest equaled or exceeded 2,000,000 bushels.

During the two-year period from January, 1925, to December, 1926, there were 71 days on which one or more persons either bought or sold net 2,000,000 bushels or more. In 82 per cent of the cases prices moved in accordance with these heavy purchases

or sales. There were several days on which the trading by a single individual amounted to more than 10 per cent of the total day's business in the dominant future. At one time two traders held over 30 per cent of the aggregate of the open commitments in the dominant future, which at that time was the December. This was at a time when wheat was moving freely from the farms.

You will naturally conclude, as we have always been taught to believe, that these two traders were supporting the market and thereby rendering a valuable service to agriculture and to the grain and milling interests by carrying the weight of the hedges. Unfortunately, however, they were on the short side of the market, and the burden of carrying the hedges rested elsewhere.

It is conditions such as these which have led to the conclusions reached in some of our published reports from which I quote the following:

A limitation of some kind on the size of lines, long or short, and especially on the extent of buying or selling within a day by speculative traders seems inevitable if there is to be eliminated from the market those hazards which are so unmistakably reflected as existing whenever excessively large lines are held by individuals. . . . This will be necessary if the futures market shall best serve hedgers and others who have need of it in the process of moving grain from the farms of this country to the consumers of this and other countries.

In addition to the regulatory functions required under the act the Grain Futures Administration has given special consideration to the fundamentals involved in transactions covering the sale of grain for future delivery. It is recognized that future trading serves a useful purpose in affording the handlers of grain a means of protection through the hedging facilities provided thereby. At the same time a careful study of all factors involved indicates rather definitely that concentrated speculative operations on the part of a few individuals often result in both higher prices and lower prices than would prevail if futures prices were determined by a larger and more representative group. In all of these questions our aim has been to work in a constructive way in an effort to help build a grain marketing structure that will be more satisfactory to all interests.

MINNESOTA GRAIN CONCERN IN FIFTH DECADE

Forty years ago the Dawson Produce Company, of Dawson, Minn., was organized and it has been doing business continuously ever since, except a short period from February 3, 1927, to August 1, 1927, during which time the company was obliged to suspend action on account of the old elevator having burned down. The new elevator was promptly erected, however, and continued the work of the old one.

When the old house was lost, it was realized that though it had been a good elevator and served its purpose well, the time had come when a more modern structure might serve the purpose even better. In building the new plant no expense was spared by the owners in their effort to be assured that they would have the very best and most thoroughly equipped house of its size and type in the Northwest. The accompanying illustration will give some idea of the compact and substantial appearance of the building.

It is situated on the right of way of the M. & St. L., thus affording direct rail connection and assuring promptness in the handling of grain. Transportation is always an important matter for the merchant in any line, and especially is this fact recognized today in the grain business, since the Senate passed the Walsh Resolution relating to the comparative rates on grain in the United States and Canada. Rates in the Northwest will come in for special attention, and grain men in that area are watching the Commission's action anxiously.

The elevator measures 30 by 33 by 54 feet, and is of cribbed construction. The storage capacity is 30,000 bushels and this is divided into 16 bins or compartments. The receiving capacity of the Dawson Produce Company is 2,200 bushels per hour and

the shipping capacity is also 2,200 bushels. Two grain cleaners afford a cleaning capacity of 375 bushels. These are of the cylinder and sieve types, one of them being an Emerson.

Electric power is used, and there are four motors



ELEVATOR OF THE DAWSON (MINN.) PRODUCE COMPANY

of 20 horsepower. These were furnished by Fairbanks, Morse & Co., of Chicago, Ill. Worm gears are used. Two scales have been provided, one an automatic scale of eight bushels capacity and the

other a 10-ton Fairbanks Scale. Fire protection is afforded by water barrels and chemical extinguishers.

The principal grains handled in the Dawson house are wheat, oats, flax, barley, rye, corn and buckwheat. Some idea of the quantity handled in the course of a year may be gleaned from the fact that from August 1, 1927, to April 31, 1928, the house put through 140,000 bushels representing a turnover of about 4.7.

The present officers of the company include William Jackson, president, and J. E. Ryerson, secretary. The superintendent is C. M. Hanson, under whose able direction the house has been quite successful.

INDIAN WHEAT STUDIES PUBLISHED

For 20 years, Albert Howard and Mrs. Howard have been experimenting with Indian wheats in an effort to improve the wheat crop of that country, and they have met with most astonishing results. Mr. and Mrs. Howard are associated with the Agricultural Research Institute at Pusa, India, as imperial economic botanist and second imperial economic botanist, respectively. They have succeeded in revolutionizing the production of Indian wheat by evolving new high yielding, rust-resistant types of good grain quality and standing power.

Recently the Howards have been transferred to cotton duties, and the results of their work with wheat have been published in a bulletin which also includes a report on six Pusa wheats of the 1923 crop by Dr. A. E. Humphries. In this Dr. Humphries describes Pusa 4 as his first choice of all Indian wheats for bread-making purposes, adding that "it is as good as any wheat produced in the world."

THE PUBLIC WAREHOUSE LAW
AND THE CO-OP

By LEO T. PARKS

Frequently elevator operators are concerned with the legal effect of contracts with members of co-operating associations. Therefore, the outcome of the recent case of Lexington Mill & Elevator Company versus Browne, 219 N. W. 12, is unusually important. In this case it was disclosed that members of a co-operative association of wheat growers, made a contract with an elevator operator under the terms of which the members hauled the grain produced by them to this elevator just the same as any other elevator. Each member received a scale ticket issued by the elevator, and went to a bank and drew a small advance on their wheat from the association. The elevator paid no part of the purchase price on the wheat, and entered into no obligation so to do.

The elevator operator agreed to hold the wheat until grain accumulated so that carloads were shipped to the market. Ordinarily the "average bushel" did not remain in these elevators more than three, four or five days, but in exceptional cases, due to delay in accumulating carload lots, or incidental to shipping and marketing, some of the wheat received from members of the association remained in these elevators in excess of 10 days. Also, the elevators bought and sold.

In holding the elevator operator not controlled by the laws relating to public warehousemen, the court said:

"It further appears that, while the owners of these contract elevators were employed in the business of buying and selling grain on their own account, *they were not engaged in the public warehouse business* in any way whatever save and except as the performance of the contract with the grain growers' association. . . . Neither does the fact that only an 'advance' was made at the time of the receipt of the grain operate to change the rule. This is a co-operative transaction, and the co-operators, by the terms of the contract, contribute grain to a going business in which they are not only parties in interest but actual proprietors. If the payment of 'advance' be regarded as only a part payment, as contended for by the state, then, in the light of the entire transaction, the remainder of the compensation must be deemed to be the definite concrete contract right which, by the acceptance of the grain at delivery, became fully vested, contemporaneous with such delivery, in the member so delivering.

"Thereafter, such member was, in legal effect, neither the sole owner of the wheat he had delivered nor in strictness a creditor of the corporation. He was then in fact one of the proprietors of a going business, and, in event of successful termination thereof at end of pool year, would receive his pro rata share in the results of the pool. In the event of disaster, he might get nothing. . . . It follows, therefore, that, under the facts of this record, the wheat with which we are here concerned, after delivery, was the wheat of the association, in legal effect, in its continuous possession, and was not wheat for which payment had not been made."

SCOUTING FOR WHEAT

W. B. Burns, of St. Louis, Mo., formerly publisher of *Milling and Grain News*, of Kansas City and St. Louis, is now on an extensive trip looking up wheat supplies for millers throughout the United States. He started on March 25 from Minneapolis, Minn., and went south, covering Minnesota, South Dakota, Nebraska and Kansas before turning east to cover Missouri and Illinois, then returned to Kansas City, went into western Kansas, visited the wheat fields of Oklahoma and is now in Texas.

The photograph shows the first wheat harvested in the United States in 1928. This wheat was secured on Sunday afternoon May 27 near San Antonio, Texas. The photograph was taken in front of the Liberty Mills, San Antonio, Texas, after the

car driven by Mr. Burns was parked in front of the mill building.

Mr. Burns reports protein content, gluten quality and other factors of importance to flour mills of the United States and will visit wheat fields between



THE FIRST OF THIS SEASON'S WHEAT

Texas and Canada before September 1. This trip is probably the longest wheat inspection journey which has been made by any crop observer in the United States.

HOOVER AND THE WARTIME
WHEAT PRICE

Secretary Charles B. Riley, in a recent bulletin issued to members of the Indiana Millers Association, has some interesting things to say regarding the political statements that have been made relative to Secretary of Commerce Hoover and the price of wheat during the recent war. "We have no defense to make of Mr. Hoover," says Mr. Riley. "Neither did we support him for President at the primary election the eighth, but in all fairness and

honesty of purpose, he should not be charged with this piece of work which was a war measure and at the time approved by the people, including patriotic farmers." Mr. Riley continues:

"What are the facts? President Wilson, believing the necessities of the time required some regulation of prices of food products appointed a committee to consider and recommend prices for wheat. The committee was composed of President H. A. Garfield of Williams College, chairman; Chas. J. Barrett of Union City, Ga.; William N. Doak, vice-president of the Brotherhood of Railroad Trainmen, Roanoke, Va.; Eugene E. Funk, president of the National Corn Association, Bloomington, Ill.; Edward F. Ladd, president North Dakota Agricultural College, Fargo, N. D.; R. Goodwyn Rhett, president Chamber of Commerce of the United States, Charleston, S. C.; J. W. Shorthill, secretary national council of Farmers Co-Operative Association, York, Neb.; James W. Sullivan, American Federation of Labor, Brooklyn, N. Y.; J. J. Taylor, master Ohio State Grange, Barnesville, Ohio; Frank W. Taussig, chairman Federal Tariff Commission, Washington, D. C.; Teho N. Vail, president American Telephone & Telegraph Company, New York City and Henry J. Waters, president Kansas State Agricultural College. Mr. Hoover was not even a member of the committee. The committee, widely representative of various interests, including labor and agriculture, fixed the minimum price for wheat. The fixing of a minimum price meant naming the price at which the Government guaranteed to buy all wheat produced by the farmer. It did not preclude him from selling to others at a higher price if he could get it. No maximum price was ever fixed.

"And Herbert Hoover had nothing to do with it. If the facts above set forth are not sufficient to convince, then let the following sentence remove this question from all controversy. It is the closing sentence of the statement announcing the committee's finding as to price, issued over his own signature by Woodrow Wilson:

"Mr. Hoover, at his express wish, has taken no part in the deliberations of the committee on whose recommendation I determine the Government's fair price, nor has he in any way intimated an opinion regarding that price."

Hints for the Elevator Millwright

In Which "Big Bill" Davis, the Millwright, Gives Some Lessons in the Gentle Art of "Picking" Locks and Changing Keys

By JAMES F. HOBART

THE owner of the Fairview Elevator had lost his key to his office, and remarked to "Big Bill" Davis the millwright that it would probably be necessary to drive to town and buy a new lock. To this remark, Bill demurred, suggesting that Mr. Fairview "pick" the lock. The owner admitted he did not know how to defeat the purpose of a Yale lock and suggested that if Bill knew how, he might proceed.

"Picking a Yale lock," said Bill, "is like trying to pick race-track winners—sometimes you can and sometimes, you can't. If the lock is a new and unused one and has been made with all its parts up to specifications, then it is very hard and sometimes impossible to pick such a lock. But this lock has been in use for years and is evidently worn somewhat, and presumably it can be picked. I'll give it a try anyway." Bill Davis quickly removed the lock from the door and the two men adjourned.

Big Bill sent the millwright scurrying around after some things he wanted, and then removed the plate from the end of the lock and fitted in its place, to be fastened by the same two small screws, a strip of thin sheet metal a half-inch wide and about six inches long. Two holes were made for the screws, in such a manner that when screwed in place, the holes being close to one end of the strip of metal, the strip stood at right angles to the narrow key-hole in the lock. The millwright fetched a piece of corset steel which he had unearthed somewhere and

on one end of it Bill filed and chiseled a narrow strip which would slide into the lock. Then this strip was cut away to less than 1/8-inch wide, all except at the end, where a quarter inch of length was left. The end of the corset steel looked much like a little blank key and Bill called it a "pick-lock".

With a small hand screw, Bill clamped the lock to one end of the millwright's bench in such a manner that the key-hole stood vertically and the little screwed-on lever projected over the end of the bench. The lock was opposite Bill, who secured a nail keg and a bit of board for a seat while working at the lock which was placed with its key-end toward Mr. Davis. With the little "pick-lock", Mr. Davis "felt" of the lower end of each of the five pin tumblers which the lock contained. He juggled the "pick-lock" until it was "fair" under one of the five pins, then made a file-mark on the pick-lock, even with the end of the lock. Each of the pins was thus located and marked upon the "pick-lock", so that at any time afterwards, Bill could at will place the "pick-lock" fairly under either one of the pins without its touching either of the other pin tumblers.

FEELING OF THE PIN TUMBLERS

Big Bill put a slight pressure upon the horizontal lever with one hand, while with the other he touched each of the pin tumblers with the "pick-lock", pressing the pins lightly and vertically upward. One pin was found to move harder than any

of the others, and the more pressure upon the lever, the harder the pin moved because of the side pressure placed upon the pin tumbler by the weight upon the little lever. Mr. Davis then tied a stout string to the lever and made a loop in the string near the floor. Placing a foot in the loop, Mr. Davis was able to put the required pressure upon the lever with his foot, thus leaving both hands free for operating the "pick-lock".

Pressing gently upward, in little alternating jerks with the "pick-lock", Mr. Davis kept pushing the pin up and letting it fall again, each time pushing the pin up a very little farther. In order to understand why this was done, it must be explained that each of the five pin-tumblers was made in two pieces, making 10 short pins in all. The lower part of each pin was free to move up and down by its own weight plus the weight of the top portion of the pin and the tension of the light spring exerting downward pressure upon the top piece of each pin. Big Bill desired to push every one of the lower pins upward until its end came exactly flush with the top of the barrel of the lock, into which the key was inserted or the "pick-lock" when there was no key.

Having found one pin which worked harder than any of the others because of side pressure upon the top piece of pin, due to foot pressure, Mr. Davis kept pushing that lower pin upward, a very little at a time, as stated, until the top of the lower portion of the pin was even with the upper part of the lock cylinder. Mr. Davis knew that as long as the lower part of the pin fell back with the "pick-lock" after each upward stroke its top end was still below the top of the cylinder. Just as soon as the top end of the pin passed above the cylinder, side pressure came upon the lower part of the pin and it could no longer fall back with the "pick-lock" at the end of each upward stroke. Just the instant the point was reached where the lower part of the pin was held up by side pressure, Mr. Davis would note the upward position of the "pick-lock" and mark it in his mind so he could replace the "pick-lock" at that point any time he desired to do so.

Having thus raised the upper part of one pin so its lower end was just flush with the key-barrel, another pin-tumbler was selected, and as before, that one was selected which side-pressure made move a little harder than any of the other pins. In this manner, all five of the pins were coaxed into position so the upper pieces of each were even with the upper part of the key cylinder, and when the last pin was thus located, the key cylinder turned sidewise under pressure upon the little lever, and the Yale lock had been "picked".

But, Mr. Davis found a whole lot of work had to be done, besides that described above. When, in pushing up any pin, a little at a time, it was found to have been pushed up too far, and the lower part would not drop with the "pick-lock," then it would be necessary to relax the foot-pressure slightly until the stuck lower pin would fall again by its own weight. Big Bill found to his sorrow that when he had thus to "relax" any pin, usually one or more, or all, of the pins which had been raised to the unlocked position would fall, and he would have to go over the entire ground again. Big Bill said that "raising even" all the pin tumblers in a Yale lock was much like working the old-time chain puzzle, as in that case he had to "take all the other links off and put them on again, in order to get the last link on or off." But, lots of patience and careful manipulation of the "pick-lock" finally evened the five pins fair with the top of the key cylinder, which turned sidewise under pressure from the foot, and the lock had been opened.

Mr. Davis, at this point, reiterated his statement that if a Yale lock be made absolutely perfect in fit and dimensions, and be without wear in any of its parts, it may prove impossible to pick such a lock. He said that if no tumbler could be found which, under slight pressure, moved harder than its mates, it would prove impossible to pick such a lock save by mere chance.

MENDING THE LOCK

Before starting to juggle the pin tumblers with

the "pick lock," Big Bill calipered the end of the key-cylinder as closely as possible and while working the pins, had the millwright plane out a bit of wood a few inches long, and as wide as called for by the calipers. An ordinary clothespin, with its "legs" sawed off makes a wooden roll of about the right size to fit in the lock, as the key cylinder is pushed out. A short piece of towel-rod makes a fine "follow-up pin," which will probably have to be tried into the lock and then finished to exact size after the key cylinder has been pushed endwise a quarter-inch or so; but not far enough to let escape any of the pins and springs in the body of the lock. It is the office of the follow-pin to keep these pins and springs in place.

The short lever will have to be removed in order to push the key-cylinder out with the follow-pin. But, the work of the lever is done. Having fitted the follow-pin to exact size, and squared its end truly, it was inserted and the key cylinder pushed out, keeping that cylinder level, and with the key-slot in a vertical position, so none of the pins might fall out of the key-cylinder.

FITTING A YALE LOCK KEY

Yale lock key blanks can be procured at almost any hardware store. Don't try to make a blank. Having carefully inserted a key blank in the key-cylinder, Mr. Davis pointed out that the five pins stood at varying distances above the upper side of the key-cylinder. Taking a very small round file, Bill withdrew the key and proceeded to chisel down its upper edge in five places so that the five pins, resting thereupon, would come flush with the top of the key cylinder.

MAKING THE OLD KEYS USELESS

Bill Davis then set out to show how the old keys could be made useless, so that any possible finder might not use the keys and invade the premises. By merely shifting two or more of the pins in the key cylinder, he said, the lock might be fixed so that while the new key would work perfectly, the old key would refuse absolutely to unlock the door. The owner asked him to take this precaution.

Accordingly, Bill shifted the positions of two pins near each end. Yale locks are usually made with the longer tumbler pins over the far or inner end of the key, in order to make the key somewhat symmetrical and to keep the large portion of the key next to where the key is gripped by the fingers. Changing four pins in this manner did not interfere much with the symmetry of the key. Then Bill filed the key with the little round file until all the pins lay flush again, with the top of the key-cylinder. Mr. Davis was careful not to file any one of the pins the least bit too low, for, had he done so he would have had to pick that lock all over again. Mr. Davis also made absolutely sure that the notches in the key were filed smooth, well rounded, and no metal filings left in the lock to play havoc with the fit of the key.

Having made sure that everything was done well, Bill pushed the key cylinder back into the lock again, taking care that the pins in the cylinder were safely out of line with those in the body of the lock, for woe be to the man who lets one of the pins snap together before the key cylinder has been pushed fully into the lock. Big Bill watched this matter closely and left the cylinder turned nearly half way around while pushing it into the body of the lock. He was also most careful to keep the cylinder solid against the end of the push-pin all the time, until the pin had been pushed entirely out of the lock. Were any space permitted between the two, one or more of the top pins and springs might drop out.

When the key cylinder was safely in its working position, the key may be tried, and if properly fitted it will unlock without trouble and the lock may be screwed together and put again in position in its door.

MAKING DUPLICATE KEYS

Mr. Fairview said he wanted three keys made, so Bill placed two blanks beside the finished key, screwed all three in a vise, and quickly filed the two blanks like the fitted one. Then, he tried the two additional keys into the cylinder and gave them

a final touch-up and filed off the corners before putting the lock together. Had the lock not been apart, Big Bill would have fitted the two additional keys, one at a time, from the one already made, and exercised great care to hold the little file exactly level when cutting down the spots for the five pins. He was also careful to smooth off any sharp and projecting corners on metal which might remain adjacent to, or between the fine "pin-seats."

PICKING PADLOCKS

"How do you pick padlocks," asked the millwright.

"That is usually a pretty easy task," said Big Bill. "First, procure a blank which can be made to enter the lock properly by judicious filing. Then, smoke the key with a match or a candle, push it into the lock as far as it will go, wiggle the key about as much as possible in every direction, then, withdraw from the lock and file off the bright spots. Continue blacking, truing and filing, and someday you will make a key fit if you don't spoil it, in which case, try another blank."

NEW ZEALAND DOES RESEARCH WORK

Extensive research work is to be conducted in New Zealand in all phases of the wheat industry by the Wheat Research Institute which received its official status as a result of regulations published recently. Every item from the seed to bread will come under the observation of the institute.

The institute is financed by a levy on the production of wheat and flour and was started by those interested in the industry. Wheat growers will, it is intended, contribute three cents per 50 bushels, and millers, three cents a ton on flour produced, and bakers, three cents a ton on flour purchased.

CONDITIONS COUNTRY GRAIN ELEVATORS MEET

By R. M. GREEN*

Three country elevators in a nearby state sold at sheriff's sale for less than one-tenth of their replacement value a few weeks ago. Nine-tenths of the capital invested in these local marketing enterprises were lost to the owners. If risk of loss runs 25 per cent even, either capital is going to hesitate to engage in furnishing adequate facilities at local points, or else buying margins to cover risk of capital loss are going to be unusually high some of these days. A more sensible way out, it seems, is buying margins high enough to reduce the chances of capital losses but low enough to discourage inefficient in-and-outers who are seeking only unusual interest or dividend returns.

Everybody these days is interested in marketing reforms. The outcome affects all interests, producer, middleman and consumer. There is an old saying that reform can most safely begin at home. The discussion will touch upon mill elevator, line elevator and independent elevator operation largely as we have found it in Kansas. There are between 1,800 and 2,000 country elevators in Kansas. Two-thirds of this number fall in one or the other of these three classes.

HIGH PERCENTAGE OF LOSS

A detailed study of a number of local elevators in Kansas for two years showed only 21 per cent of the mill line elevators making any profit one year, and only 23 per cent making any profit the second year. This means that about 75 per cent of the country houses or mills were failing to show any profit. One year 54 per cent of the commercial line houses showed some profit. The next year 50 per cent showed a profit. About half of these elevators were failing to pay interest on the investment. Only 50 to 60 per cent of the independent elevators showed a profit. While at first sight these figures look startling and might be questioned because of the

*This address was given over the radio recently by Mr. Green, who is associated with the Department of Agricultural Economics, Kansas State Agricultural College.

number of elevators studied, they seem to be substantiated from widely different quarters.

A study of 56 farmers' elevators in five north-western states in 1925 showed 20 deficits for the year of the 56 elevators. This gives 36 per cent of the elevators showing losses and only 64 per cent showing any profit. A similar study of 65 co-operative elevators in Illinois showed 31, or 48 per cent, suffering losses or only 52 per cent making profits. For the year ending July 1, 1926, there were 77 Kansas elevators that either failed outright or had to effect a reorganization. This represents a failure of about 4 per cent of the total number of elevators in the state. Business failures in the United States for 1925 and 1926 represented only about 1 per cent of the total number of firms in business.

ADVANTAGES OF THE MILL ELEVATOR

Mill elevator operating costs are increased by the small volume of grain handled per elevator. One year the volume of grain handled by group of Kansas mill elevators ran about 29 per cent under the average for all elevators and the next year 33 per cent lower than the average for all elevators. Operating costs per bushel the first year were 10 per cent above average and the next year 20 per cent above average. Apparently this would leave no reason for the continued existence of this type of elevator. It has, however, certain distinct advantages, that in the case of some mills, make for its continuance. Country houses enable the mill to buy quality wheat in certain territories and be sure of getting country-run or "virgin" wheat. Like direct buying on the part of meat packers, it aids in insuring adequate supplies. This frequently enhances prices to the producer. With protein contents now furnished on all samples of wheat at central markets, there is less urgent need for direct country buying on the part of mills for the sake of getting quality. Country-house buying, however, still has the advantage of allowing the mill to make sure of certain milling-in-transit rates. Because quality in flour is so important mills can frequently afford to shift some grain loss on to flour. Grain losses are part of the price paid for quality wheat, milling-in-transit rates and the like. These economic advantages have caused this type to persist in spite of competition.

THE COMMERCIAL LINE ELEVATOR

Next to the mill elevators the commercial line elevators handle the smallest volume of grain per elevator. One year their cost per bushel was 25 per cent above the average for all elevators and the next year 23 per cent higher than for all elevators. Small volume tended to increase salary and labor and general office and administrative expenses when figured on the per-bushel basis. The main economic advantages of this type of elevator lie first in the distribution of risk they can effect by scattering their elevators. Something of the extent of this risk in Kansas over a period of years can be pictured by noting the fluctuations in size of the Kansas wheat crop per elevator in the state. In 1919 the average crop per elevator was 81,000 bushels; in 1920, 78,000; in 1921, 71,000; in 1922, 65,000; in 1923, 42,000; in 1924, 85,000; in 1925, 41,000; and in 1926, 86,000 bushels. Line elevators also have the advantage of being able to supervise hedging operations more closely if hedging is practiced. Selling operations and buying policies are in the hands of the central office which is in close touch with terminal market operations. These economic advantages have enabled this type of elevator to maintain itself in the face of other competition.

INDEPENDENTLY OWNED ELEVATORS

Independently owned and operated elevators in Kansas, next to the co-operatives, average the largest volume of grain handled. Average cost of operation per bushel for these elevators was about 20 per cent below average of all elevators one year and 15 per cent lower than the average the second year. One of the outstanding advantages of this type of elevator from an economic standpoint is its ability to withstand difficult years because of the item of salary is in most cases not actually out-of-pocket expense. The man pays himself a small or large salary, according to whether he earns it or

not. The salary item in this type of elevator, therefore, is flexible and goes up or down with the conditions of the business. It is not a fixed out-of-pocket charge as is the case with many other types of elevators. When it is considered that salaries and wages make up about 50 to 60 per cent of total operating costs, it will be seen that independent elevators have no small advantage in this respect.

All three of these types of elevators—mill, line-house, and independent—have certain economic advantages along with certain disadvantages under which they operate. This largely accounts for there being no one breed of elevator any more than there is one breed of cattle or other class of livestock.

TRIPP ASSUMES ILLINOIS LEADERSHIP

Among the men who have played a prominent part in the affairs of the Illinois Grain Dealers Association for some years is L. A. Tripp, of the Assumption Grain Company, Assumption, Ill. He has served on various committees and the Board of Directors of the association, and for some time has been recognized as a leader among grain men of Illinois. After serving as vice-president of the association, he was the choice of the Nominating Committee at Joliet, Ill., last month, for president; and the convention unanimously elected him presi-



L. A. TRIPP

dent of the Illinois Grain Dealers Association for the 1928 term.

Mr. Tripp entered the grain business with his father in April, 1904, at Assumption, Ill., assuming his part in the affairs of the Assumption Grain Company. He became manager of the concern after the death of his father in August, 1926. In December, 1918, he purchased the elevator at Dunkel, Ill., and with his brother, E. J. Tripp, has operated the Dunkel house in connection with the Assumption Grain Company under the firm name of the Dunkel Grain Company. His activity in the grain world has been uniformly successful and his constructive efforts on behalf of the trade as a whole in organization work has been recognized by the grain men of the Middle West. Following the constructive administration of the term of President A. C. Koch of the Illinois Grain Dealers Association (with whom he had served as vice-president), L. A. Tripp will endeavor to carry on the plans for the betterment of the grain business as a whole in his home state.

CHANGES PROPOSED IN FUTURES ACT

At a hearing before a sub-committee of the House Committee on Agriculture last month, Dr. J. W. T. Duvel of the Grain Futures Administration, suggested the modification of the proposal to authorize the Secretary of Agriculture to reject any rules or regulations adopted by contract markets. The bill

under discussion also provided a limit on futures trading to a net position, long or short of 2,000,000 bushels at any time. An exception was decreed in any organization or agency operating for the Government. Members would have been required not "to discriminate between customers in margin requirements." A provision in the bill that all grain delivered on contracts should be graded by Federal (or Federally licensed) inspectors was not fully endorsed by Secretary Jardine, according to Dr. Duvel.

WOULD PREVENT DIVERTING TRADE TO CANADA

Senator Walsh (Dem.), Massachusetts, in an oral statement June 2, expressed the hope that when Congress reassembles in December it will have information available upon which to base legislative action designed to curtail diversion of commerce, particularly in grain, from American to Canadian ports. The senator was the author of a resolution (Senate Resolution 220) adopted in the recent session of Congress which directs the Department of State, the Secretary of Agriculture, the United States Shipping Board, and the Interstate Commerce Commission "to investigate, in co-operation with each other, the factors which are contributing to the diversion of commerce from ports of the United States to Canadian ports and practicable remedies for preventing such diversion." These executive agencies are directed to present their report at the opening of Congress in December. Senator Walsh said he has received assurances from some of the Departments mentioned that the investigation will be carried forward promptly.

Illustrating the flow of commerce toward Canadian ports under present conditions Senator Walsh said:

"Grain shipments from the port of Montreal for the 12 months ending March 31, 1927, aggregated 122,000,000 bushels. Of this, 75,000,000 bushels were Canadian grain and 47,000,000 bushels United States grain. In other words, practically 40 per cent of all the grain exported through the Port of Montreal for that year was of United States origin."

Discussing the effect of this flow to Canadian ports upon ports of the United States, the Senator said:

"In 1906 there were exported through the port of Boston 18,000,000 bushels of United States grain. In 1916, 33,000,000 bushels of United States grain passed through the port of Boston. And in 1926 less than 4,000,000 bushels of United States grain were exported from Boston.

"In 1923 the export tonnage from Portland, Me., approximated 625,000 tons. In 1926 it was only 266,030 tons."

CHANGE IN GERMAN DUTIES

The bounty certificate system went into effect in Germany April 15. Under its terms certain cereals up to the value of the certificate may be imported into Germany without payment of duty, upon proof of the exportation of pork, hogs or ham in hermetically sealed containers. The cereals designated on the bounty certificates are: Rye, wheat, spelt, barley, oats, buckwheat, maize (corn), dari, and also dry (ripe) common beans, peas, lentils, fodder (horse, etc.), beans, lupines and vetches.

FIRST OF CORN REPORTS

On May 21, the Department of Agriculture announced shipments of Argentine corn to the United States for the first time. The statement was in the form of a cabled report by the Bureau of Agricultural Economics, and stated that 10,250 bushels of corn were shipped to the United States to arrive in May and a cargo of 20,000 bushels had also been sent from Argentina to arrive in San Francisco June 20. Last year the United States imported no corn from that country in May and only about 11,700 bushels in June.



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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JUNE 15, 1928

THE BLUFF IS CALLED

WERE we to judge the national political situation from the statements of governors and congressmen who still cling to the McNary-Haugen farm subsidy idea, we might think that a third party, representing the farm bloc, was directly in the offing. Yet nearly all observers agree that the "farm revolt" is a myth, a fiction in the minds of professional farm relievers.

Consequently, the Republican party is willing to nominate for president Herbert Hoover, frankly hostile to anything like equalization fee legislation. The Democrats are willing to nominate Alfred Smith, who never has been heard to condemn the "farm relief" vetoes of President Coolidge.

If Senator McNary and Representative Haugen actually have 30,000,000 farmers backing their theories, why do they not coagulate this voting strength into a third party? The challenge is clear. But on what might be termed the eve of the general election campaign opening, the challenge is untaken.

TWO DATES

AUGUST 20 and September 24 are important dates this year, for they will mark the opening of annual conventions for two great national organizations, the National Hay Association and the Grain Dealers National Association.

Fort Wayne, Ind., the place of hay dealers' meeting, will entertain delegates during a

three-day conference which promises to be a most important one for the hay trade. The association, in the recent hay rate controversy, has proved its worth. Members and non-members leaned on it for support during the rate emergency. Recognition of its service should be given by a full convention attendance.

The G. D. N. A. three-day meeting in Boston, Mass., deserves equal support. The work of this organization in the legislative, arbitration, and other fields is well known. To increase and perpetuate this good work, a large convention is important.

Lately the Port of Boston, by its action in the ocean grain rate controversy, has shown that great vitality exists in the grain trade there. Dealers will be glad of the opportunity of seeing at close range this great "Hub City" and the grain trade which is a part of it.

CALL BIDS

FARMERS' elevator delegates attending an Illinois convention late last month, staged a rapid-fire debate on the subject of call bids. Some of the managers who took part in the discussion claimed the call bids should be eliminated, but others were strong in the belief that call bids are valuable in the market.

Those favoring the call bids and wanting them continued claim that they fix some definite measure of values during the period when the grain exchange is closed. They extend to the public a market for any amount of grain that may be offered for sale during the period when the exchange is not in operation.

Those arguing against the practice and wishing it discontinued contend that a call bid is an agreement between buyers that none of them will pay over a certain price for grain between the close of the market and the opening the next day, that it lessens competition and has a tendency to hold bids down. However, any commission merchant can put out a special bid after the call is fixed, providing he puts that bid out to five other commission firms so they also may bid that price if they so desire.

THREE CLAIMS AND THREE REBUTTALS

FROM the mass of encouraging propaganda distributed from Washington, D. C., to aid the cause of co-operative marketing, we find that three major "accomplishments" of farmer elevator companies are used by Federal spokesmen as a basis for their press agency. The first of these claims is that the co-ops have improved local grain handling conditions "by the establishment," as W. H. Kuhrt puts it. "of fairer grading, docking and weighing practices." We suggest that this is rather a greedy claim. While the co-ops have aided in improving local shipping practices, the independent grain trade also has had a big share in perfecting a system that, owing to its sudden growth, could not have been ideal. Boards

of trade, voluntarily in some cases, also have improved on the system by instituting better weighing and dockage rules.

"A second accomplishment" is claimed in that the co-ops have introduced competition in many places where that element was needed. In reply we maintain that it takes two or more companies to create competition, and that the independents certainly have done their share in this respect. Neither group can claim more than half the credit.

"A third general benefit," recently outlined by a Department of Agriculture representative, "has been the encouragement of better grain production practices." In this connection it is interesting to note that a great part of the \$12,000 a year spent by the Southwestern Wheat Improvement Association, comes from the coffers of independent grain firms and mills. A similar organization in the Southeast, two months ago had its genesis at the hands of independent interests. The Government has lent aid, all along the line to crop improvement, but the money for this has come from the taxes of independents as well as co-ops.

Farmers' elevator companies have accomplished much in the last quarter-century. But why do their promoters and guardians deem it necessary to claim all the credit for a more or less natural grain trade evolution in which both co-operatives and independents have co-operated?

WITHOUT BENEFIT OF McNARY-HAUGEN AID

WHATEVER difference of opinion might exist as to what could be done for agriculture with the defeated McNary-Haugen Bill, there is no question as to what has been done without it, Julius H. Barnes points out in an address before the agricultural session of the annual meeting of the Chamber of Commerce of the United States.

"When Congress rejected the first McNary Bill in June, 1924," he said, "Chicago wheat was \$1.03. When President Coolidge vetoed the McNary-Haugen Bill, February 25, 1927, Chicago wheat was \$1.40. Today the price is \$1.60.

"Moreover, how many business men, not to mention congressmen, realize that standard high-grade wheat in every market in the United States is today \$2?

"When President Coolidge vetoed this bill a year ago, Chicago May corn was 77 cents; today it is \$1.07. A year ago Chicago May rye was \$1.06; today it is \$1.36."

These things have been achieved by private business in the face of the fact that this last year's United States crop of wheat was above the average, and 30,000,000 bushels larger than the year before. Moreover, the total world crop was the largest ever known.

The fact is that rising living standards stimulated by prosperous industry at home and a recovery in earning power in Europe is creating not only an equitable adjustment between the farm and industry, but holds out the promise of relative advantage in farming, as against that in industry.

EDITORIAL MENTION

The next month holds the last chance for elevator managers to get their plants in tip-top shape for the new crop.

When an elevator manager goes out to buy a new water barrel, it is proof that the old one has not been kept full.

Senator McNary's fifty-fourth birthday was June 12. We suppose his friends wished him many happy returns of The Bill.

Modern motor trucks, capable of carrying much more grain than horse-drawn wagons, render obsolete the old type platform scales wherever trucks are used to a great extent.

An elevator owner stands to lose just as much through the "crumble hazard" of a poorly constructed concrete house, as he does through the fire hazard of a frame plant.

Cupola fans to prevent the settling of sparks, dust, and insects, do not come under the head of strictly new ideas, but they represent new and efficient devices now serving many southwestern storage plants.

French farmers, following an orderly "marketing" plan suggested by their government, sell one-twelfth of their crop each month. Before this plan is followed here, we must have established more orderly weather.

A beverage made from grain has so long been advertised as an antidote that should be included in the diet of coffee fiends, that we were among others greatly surprised to learn that the Postum Company, Inc., has purchased a \$45,000,000 coffee roasting concern.

A poor crop year always means an extra supply of grain fit only for feeding. The farmers must have it ground, though, to get its maximum value. In other words, the coming season will be an exceptionally good one in several states for those country elevators adequately equipped with feed grinding equipment.

Projected abolition of the Swiss grain monopoly will leave all American firms free to enter the market without administrative restriction, the Department of Agriculture stated June 11. The question of abolishing the monopoly will be voted on at a national referendum next fall, and at that time this good news can be verified.

The second annual world wheat pool conference was held this month in Regina, Sask., Canada. With all due respect to the ideals held by the Russian Soviet, Italian, American and British delegates, we recall that the results of the conference last year were largely oratorical. We are among those who hope for a continuation of these international meets. In them, the Canadian pool system always is cited as model, and repeated examination of the Dominion plan sooner or later will convince its foreign admirers that this

system, tailor-made for the Dominion, is not a suit that can be worn back home.

An Illinois citizen from Milledgville has written to a Chicago newspaper's way-back-when department as follows: "There were no railroads and one of our pioneers took a load of grain to Chicago with oxen hitched to a cart, and when he got back he had 30 cents after paying his expenses." The ox-cart is the only piece of period furniture in that story.

The total area of land in Australia with climate and soil suitable for wheat growing has been estimated as 150,000,000 acres. If one-fifth only of this were under wheat in one year, the production, at an average of 12 bushels per acre, would mean about 360,000,000 bushels, or about three times the present average crop. Such a volume, however, would be less than half that of the United States production.

Texas and Oklahoma will need no harvest hands from the outside to help harvest their wheat crop. The combine has had a similar effect in Kansas where only half the usual number of migrating hands will be needed. The situation in the Northwest is about the same as ever in respect to harvest hands needed, so the Dakotas, Minnesota, and the western states will save the day for many a transient harvester.

In a roundabout way we have received word of quite a serious accident that occurred in a grain plant last month. A helper, it seems, created a serious jam when he attempted to descend on a man-lift, carrying a wash boiler. What we would like to know is what a wash boiler is used for on the top floor of an elevator structure, and if such an accident would likely have occurred before the eighteenth amendment became effective.

Judge Carpenter, in the Federal court at Chicago, has over-ruled the Government's motion to dismiss L. A. Fitz, Federal grain exchange supervisor, and G. O. Johnson, United States district attorney, as defendants in the injunction proceedings brought against the United States Department of Agriculture by a Chicago grain firm. The judge has allowed the Government men 20 days to file an answer. Meanwhile, all "snooping expeditions" into the books of grain firms are forbidden. It remains to be seen if this check on the Federal agents is anything but temporary, but the Board of Trade is enjoying the situation to the full as long as it lasts.

Secretary of Agriculture Jardine is reported to have stated at a conference with certain members of Congress that there is reason to suspect that our wheat is over-graded at Montreal, perhaps in collusion with United States exporters. Montreal grain is inspected by the Dominion government. "If there is crooked work or incompetence in inspecting United States grain," warns *Grain Trade News* of Winnipeg, "there is a possibility of the same in connection

with Canadian grain. The Canadian government, therefore, must investigate conditions at Montreal, for the inspection department cannot be allowed to rest under any such imputations." Canadian inspectors, we understand, have earned a very high degree of confidence in Canada, and want to keep their reputation clean and high. If they are being slandered in this case, our grain exporters who are "co-defendants" with the inspectors will be among those who want to know it.

By the enactment of the Deneen-Dennison Bill, appropriating \$10,000,000 to increase the capitalization of the Inland Waterways Corporation, there is assured a continuance of the Government barge line on the Mississippi, and its extension up the Illinois River as far toward Lake Michigan as navigation can be made possible. The direct result of the bill will be an extension of operation from Grafton, Ill., to Peoria, Ill. Money for the deepening of the channel between St. Louis and Grafton is provided by another appropriation. More riverside elevators, as well as deeper channels and more barges, will be necessary if grain traffic is to be fully restored to this water highway, once the route of picturesque packets.

The Millers National Federation, at its twenty-sixth annual convention held in Chicago last month, adopted the following resolution:

Whereas, Recent vast expansion of trading in wheat "futures," with resulting frequent wide fluctuations in price upon which transactions in actual wheat and its products are based, indicates a renewal of professional speculation similar to that of 1924-1925; therefore, be it

Resolved, That the fullest knowledge of daily trading operations and the status of the "future trading markets" being essential to the proper conduct of "hedging," we again request the Department of Agriculture of the United States to publish daily in segregated form, for each grain and each active "future," the "volume of trading" and the "open contracts" in all contract markets.

Some such service already is rendered by the Grain Futures Administration, but not soon enough after the close to be of benefit to traders who need the data in time to act immediately on the next opening of the exchange.

Why a New York farmer competing with western grain growers is likely to find it more profitable to grow corn than wheat, affords a good example of the effects of transport charges on the distribution of types of farming in the United States, according to W. J. Spillman, of the Department of Agriculture. It also affords an example of the differences between producers' prices and consumers' prices. In a general way, the producer's price for a product is the price at the market center less the cost of getting the product from the producer to the market center. The consumer's price is the price at the market center plus the cost of getting the commodity from the market center to the consumer. A locality that grows a crop for sale gets producers' prices for it. One that uses more of a commodity than it produces pays consumers' prices.

W. S. MILES
Peoria

NEWS OF THE TERMINAL MARKETS

F. C. BELL
Omaha

STOCKS AND BONDS ON CHICAGO BOARD

The membership of the Chicago Board of Trade on May 25 voted an amendment to the rules, enabling the officials to formulate rules and make necessary provisions for trading in securities on the exchange. The vote on the amendment stood 795 to 116, so it can be seen that the sentiment is strongly in favor of the stock and bond business. Similar steps have recently been taken on the Boston and New York exchanges, so there is ample precedent.

One of the chief reasons for favoring trading in securities on the grain board is that constant hostile legislation with possible passage of a bill similar to the McNary-Haugen Bill that has been vetoed by President Coolidge, might, it is argued by grain traders, result in a law being enacted that would prevent speculative trading in grains for future delivery, and without this, the Board of Trade would have nothing but the cash trade, which would possibly be controlled by a few interests.

The immense volume of speculation in stocks and bonds has also been a motive for a desire on the part of the grain men to have a speculative market in Chicago that will, they believe, in time become a most important factor.

Board of Trade officials say that there is no certainty as to when trading in stocks here will begin, as there is an immense amount of preliminary work to be arranged.

FRED C. VAN DUSEN DIES

On May 27, Fred C. Van Dusen, president of the Van Dusen-Harrington Company of Minneapolis, prominent grain dealers, died at his home there after a 10 days' illness. Just two months ago, his partner, for 40 years, C. M. Harrington, died, and he succeeded him to the presidency of the old grain firm.

Mr. Van Dusen was 64 years old. At the age of 16 years he entered the elevator business at his father's house at Rochester, Minn. In 1883 his father, George W. Van Dusen, established a grain office at Minneapolis and C. M. Harrington was put in charge. In 1889 a new firm was organized as the Van Dusen-Harrington Company with Fred C. Van Dusen and Mr. Harrington as partners. G. F. Ewe, now manager of the company, joined it later on. The company has grown and about four years ago bought the properties of the King Midas Mill Company.

Mr. Van Dusen has been director, vice-president and president of the Minneapolis Chamber of Commerce. His widow, one son and two brothers and two sisters survive him.

CANADIAN GRAIN BROKERS EXEMPT

Under a ruling of the Canadian courts given to the commissioner of income tax, C. S. Walters, Canadian grain brokers and salaried shareholders of companies carrying on the business of grain brokers, are to be regarded as subject to tax in respect of profits derived from grain transactions of every kind. Likewise, they shall be entitled to deduct losses, if any, that arise therefrom or state it in other words; the chief occupation of the persons so included will include the businesses that occasion profits or losses arising from commissions; private transactions and salaries in the buying and selling of grain.

This ruling is applicable to the taxation period

of 1927 and thereafter. The profits or losses arising from the purchase and sale of grain by individuals are not to be brought into account for taxation purposes for the years prior to 1927.

GRAIN MAN SUCCEEDS AS A PUBLISHER

Many prominent grain men have found time to devote some of their energy to outside interests; but one of the most energetic is John C. Shaffer, of the J. C. Shaffer Grain Company, Chicago. Mr. Shaffer is publisher of *The Chicago Evening Post*, and with him in this enterprise is his son, Carroll Shaffer, who occupies the general manager's office at the newspaper headquarters. During the past month the paper has completed its large new building in Chicago, part of which will be occupied by the *Chicago Evening Post*, and the greater part of it rented out for offices. The *Post* issued its first copies for general distribution on April 29, 1890.

It was the idea of the original backers of *The Post*, the principal one of whom was John R. Walsh, the banker, to lose \$250,000 the first year in building up the paper; but to the surprise of every one



JOHN C. SHAFFER

interested the loss was only \$89,000—at the end of that time the new paper was staunchly on its feet. In 1895 Herman H. Kohlsaat became the owner of the paper; and John C. Shaffer assumed control of the property in April, 1901. Through his insistence on the maintaining of high standards and his devotion to long cherished ideals, the paper has been able to keep at the top in the succeeding 27 years.

With the completion of its new home, *The Chicago Evening Post* has one of the most modern newspaper plants in the Middle West, and the building occupies a prominent location near the river at the north end of Chicago's Loop. Mr. Shaffer is ably assisted in that he has a competent staff and reliable executives working under his son as general manager. In the grain business he has been associated for many years with John J. Stream, who is the directing head of the J. C. Shaffer Grain Company. Mr. Shaffer entered the grain world as a clerk for J. B. Hobbs & Co., in 1874, and he became a member of the Board of Trade of Chicago in 1876. He entered business in 1880, and has had significant success both as a grain man and as a newspaper publisher.

JOHN A. THEIS DIES

John A. Theis, president of the Kansas City Board of Trade, died unexpectedly of heart disease in the Union Station at St. Paul on June 2. Mr. Theis, who had suffered from heart trouble for two years, was apparently in excellent health previous to his sudden death and had been in Minnesota on a two-week fishing trip with a number of associates from Kansas City. They had just boarded the train in St. Paul, when Mr. Theis became ill and died a few minutes later. He was 63 years old.

Mr. Theis was grain buyer for the Davis-Noland-Merrill Grain Company. He was one of the oldest members of the Kansas City exchange, having been continuously on the board since 1895. He was elected director six times before being elected president at the recent election in January. Coming to Kansas City from Marietta, Ohio, in 1886, Mr. Theis was in both the railroad and mercantile businesses before entering the employ of the Richardson Grain Company in 1895. Later he was manager of the Armour Grain Company, and when Davis-Noland-Merrill took over the Armour Grain Company, he became buyer.

He is survived by his widow, two sons, Frank A. Theis, with the Simonds-Shields-Lonsdale Grain Company, and Ray A. Theis, who is in the mortgage business in Kansas City.

Mr. Theis was buried on June 6 in Kansas City. Pallbearers were associates of long standing in the grain business here. The active pallbearers were: George H. Davis, W. J. Mensendieck, E. C. Hoeval, Frank Kane, J. J. Kraettli, W. B. Lincoln, Fred C. Vincent, and D. C. Bishop. Honorary pallbearers were: E. D. Bigelow, C. W. Lonsdale, H. F. Hall, B. C. Moore, W. R. Scott, S. C. Turkenkoph, W. A. Coston, Charles E. Allen, R. B. Randall, A. A. Poland, R. T. Roby, C. P. Moss, M. J. Barrons, and Fred C. Hoose.

The Board of Trade adjourned for one minute on the day of the funeral in respect for Mr. Theis.

J. J. KRAETTLI HEADS K. C. BOARD

J. J. Kraettli, cash grain salesman for the J. E. Rahm Grain Company, will succeed John A. Theis as president of the Kansas City Board of Trade. Mr. Kraettli was made first vice-president of the exchange in January, advancing automatically from the position of second vice-president.

Mr. Kraettli has been in the grain business in Kansas City since 1903 when he became affiliated with the E. D. Fisher Commission Company. He has been a member of the Board since 1912. At the time the E. D. Fisher Company was absorbed by the J. E. Rahm Company, Mr. Kraettli became associated with that firm.

Mr. Kraettli was a director of the Kansas City Board of Trade for two terms before becoming second vice-president two years ago.

A first vice-president will be elected by the directors from the six directors whose terms expire at the end of 1928.

VOLUME OF GRAIN FUTURES TRADING IN MAY

Grain futures trading was lighter on the Chicago Board of Trade in May than in the preceding month, the respective figures for all grains being 2,073,784,000 and 2,220,412,000 bushels. The totals for each grain in May were as follows, for the purpose of comparison the April figures being given in parentheses: Wheat, 1,266,452,000 bushels (1,354,-

June 15, 1928

075,000); corn, 644,680,000 bushels (691,036,000); oats, 126,656,000 bushels (133,721,000); rye, 35,996,000 bushels (41,580,000).

The average open contracts in futures at Chicago in May, "short" side of contract only, there being an equal volume on the "long" side, were: Wheat, 104,123,000 bushels, compared with 68,957,000 a year ago and 105,609,000 in April; corn, 82,361,000 bushels, as against 69,326,000 in May, 1927 and 91,532,000 in April of this year; oats, 30,890,000 bushels, compared with 32,798,000 last year and 34,559,000 in April; rye, 7,763,000 bushels, as against 8,507,000 a year ago and 8,551,000 in April. The total for all grains in May was 225,137,000 bushels, as against 179,588,000 a year ago and 240,251,000 in April.

A NEW VENTURE AT TOLEDO

The president of the Ohio Grain Dealers Association, Philip Sayles of the Smith-Sayles Grain Company, Columbus, Ohio, is setting an excellent speed example to the members of his organization. He has just opened an office on the seventh floor of the Second National Bank Building at Toledo, Ohio, close to the Produce Exchange quarters, where he



PHILIP SAYLES

will handle the Toledo business of his company and will also represent the Sheffield Elevator Company of Minneapolis, Minn.

Associated with Mr. Sayles on the Toledo Exchange will be Harry Sitzenstock, who was formerly with Rosenbaum Bros., of Chicago. Mr. Sayles has so many friends in the trade that it is not difficult to predict a most successful career at Toledo and we wish him well.

ILLINOIS OATS DOING WELL

Enough rain this week, about two inches, to keep farmers pretty generally out of the fields; some took the opportunity to deliver corn to local elevators.

Pastures and Timothy meadows improving in condition, but the shortage of Alfalfa and Clover due to winter killing will be felt before season is over and probably be the cause of more general feeding of oats. Such limited wheat fields as we have are coming along good as could be hoped for and heading out nicely.

Temperatures of 50 to 80 have not promoted growth of the corn plants and same are not much larger above ground than a week or 10 days ago, although a good root growth is probable. Cool weather and much moisture not just the very best conditions for growing corn just now. Weeds are growing during this last period of inactivity of the cultivators and a spell of hot dry weather would now be acceptable.

The surplus corn has been pretty closely shipped out from stations south of Decatur, but points farther north have fair stocks on hand; we are of

the opinion that a price of \$1 per bushel to the grower would start a moderate movement of Illinois corn to market.

Old oats are almost a thing of the past; there will likely be lots of holes to fill when the new crop is available. Growing oats looking well, they thrive on present brand of weather. Prospects now are that the time of oats harvest here will be near the 10-year average.

Values here: No. 2 Yellow corn 101 to 102; No. 3 Yellow corn 100 to 101; No. 2 White corn 101 to 102; No. 3 White corn 100 to 101; No. 2 White oats 67 to 68; No. 3 White oats 66 to 67.—H. I. Baldwin & Co., Decatur, Ill., letter of June 9.

RECEIPTS LIGHT AT TOLEDO

Receipts continue extremely light in this market. However, what grain is being received here is purchased rapidly, as the demand has been good.

Referring to your inquiry relative to Pacific Coast Soft Winter wheat, will say that we know of no one in our market who has contracted for any of this grade so far this season. We are unable to advise you as to the price of this class of wheat but for your information our No. 2 Soft Red Winter wheat is selling in the neighborhood of 30 cents per bushel over the July option, basis 28½ cents rate.—J. F. Zahm & Co., Toledo, Ohio, letter of June 11.

BIG CORN BUSINESS IN PEORIA

There is practically no wheat coming to Peoria market now. The occasional cars bring values relative to other competing markets. The corn business has been the big business here and with our local industrial demand needing about 80,000 bushels daily it has been necessary to bring a good deal of corn into this market. For the most part values from day to day have been satisfactory, though we have had our ups and downs the same as other markets. The prospects now are that the industries will continue with the big runs and that we will need 50 to 60 cars daily. Our industries are using all sorts of corn now—from the commonest Sample Grade up to No. 3 and even No. 2. Prospects appear to be for light movement from Illinois while the corn plowing is going on but the arrivals here come from widely scattered territory and scattered shipments seem to give us about as much as we actually need. There has also been a good demand here for the better grades of Yellow at values about in line with other primary markets.

The oats business has been a very light one for the past month as very few cars reach the Peoria market daily and a good many of them have been of rather undesirable qualities and very few No. 2 White oats prices are ruling relative to values in other nearby markets and there is a demand for more than are coming from day to day. It appears to us that the supply of oats at country points in Illinois is just about exhausted—though we presume there will be just about enough oats in the country to supply the demand until the new crop is on the market.

The condition of the growing crop ranges from rather poor to good. We should say that the average condition might be called fair and with good weather from now until harvest should produce a fairly good crop in volume.—P. B. & C. C. Miles, Peoria, Ill., market letter of June 11.

INDIANAPOLIS BOARD ELECTS

The annual election of the Indianapolis Board of Trade was held June 11 with Mark H. Miller, local attorney, elected president to succeed E. Clifford Barrett, secretary of the Evans Milling Company. Mr. Miller is elevated from the vice-presidency.

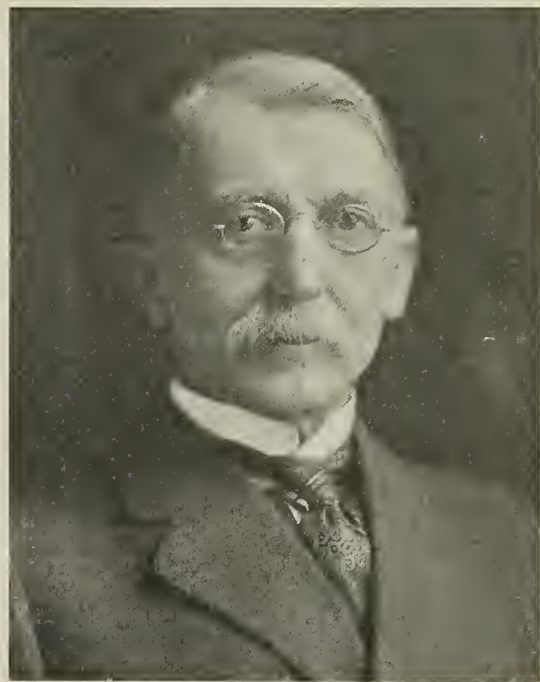
Otto P. DeLuse, president of the Western Furniture Company, was elected vice-president, and Tom Oddy was re-elected treasurer. Mr. Barrett was elected to serve a four-year term as a member of the Governing Committee along with other members who were also re-elected. They are George H. Evans, secretary and treasurer of the Midwest Elevator Company; L. L. Fellows, general agent

of the Nickle Plate Railroad; John P. Frenzel, Jr., vice-president and cashier of the Merchants National Bank; William J. Mooney, president of the Mooney-Mueller Ward Drug Company; James E. Pierce, secretary of the Railroad Mens' Building & Savings Association; Edward B. Raub, president of the city council; Obie J. Smith, president of the O. J. Smith Realty Company; Frank Witt of the Frank Witt Grain Company; and I. E. Woodward, vice-president and general manager of the Acme Evans Milling Company. Harry J. Berry was also elected to serve a three-year term. Mr. Berry was formerly president of the National Elevator Company.

Installation of new officers will take place at a meeting on the evening of July 2 at the Board of Trade, at which meeting the secretary will be elected.

HARVEY MULLINS DIES

Harvey Mullins, age 77, former secretary and vice-president of the Acme Milling Company, and president of the Acme-Evans Company, Indianapolis, Ind., died unexpectedly May 17 at his home, 4812 Broadway, of heart disease. The funeral



THE LATE HARVEY MULLINS

services were held May 20 at the home and the body was taken to Paris, Ill., for burial.

Mr. Mullins was born June 27, 1850, at Paris, Ill., the son of the Rev. Harvey M. Mullins, a pastor in the Christian Church. He was in the milling business both in Paris and Mississippi before coming to Indianapolis. In 1884 he became associated with the Acme Milling Company. He served as secretary of that organization until its consolidation with the George C. Evans & Sons, at which time he became president. He retired from active business six years ago. He served on the Governing Committee of the Indianapolis Board of Trade 27 years, as vice-president in 1921 and as president in 1922.

He was a member of the Central Christian Church for 36 years and also a member of the Scottish Rite. The fifty-second anniversary of his marriage to Miss Margaret H. Gilbert was celebrated March 2. Surviving him, besides the widow, are a daughter, two grandchildren and a sister.

RECEIPTS OF CORN EQUAL DEMAND

The old crop of wheat is practically all out of this territory, and as premiums are rather high on good milling wheat, the demand is only fair. The new wheat, that which is left, is making satisfactory progress, starting to head in considerable of the territory, but the crop in this state will be very light, as considerable of it was plowed under and the land planted in corn.

Receipts of corn are just about equal to the demand. Markets are holding fairly steady and it does not look as though the receipts are going to be at all burdensome. There is a good demand from industries and millers, and occasionally spurts

in the shipping demand. Cash prices have been well in line here with other markets on good corn and considerable over other markets on the off-grades. The visible supply of corn is being reduced regularly and stocks are now considerably less than last year.

New crop coming along fairly satisfactory although the weather nights for the last 10 days has been rather cool, and corn has grown but very little in that time. While the acreage put into corn this year is about the largest ever planted, we believe the corn will all be needed, as hay crops of all kinds are light and pasturage is none too good.

Receipts of oats have been light and the milling interests and feeding interests have been taking the arrivals at prices in line with other markets, and the elevator stocks are being reduced accordingly. Stocks on hand are very light as compared with last year. We look for a good demand to continue and cash prices to hold up high, and believe before the new crop comes on, they will probably be selling at 75 cents in all markets.

Acreage of oats has been considerably reduced from first estimates, thousands of acres having been plowed under and in some cases pastured and then planted in corn. We hear of the oats heading short both as to the height of the oats and the small amount of kernels thereon. What looked to be a burdensome crop early in the season now looks as though it might be considerable less than last year.—*Mueller Grain Company, Peoria, Ill., market letter of June 11.*

FAIR DURUM TONNAGE AT DULUTH

Premiums remain firm on protein Spring wheat as well as the protein varieties of Durums. During the last 10 days a fair tonnage of Durum varieties has been worked out of the Duluth market. An excellent demand continues for barley and rye.

On account of the small receipts oats and corn are strictly a feeders' proposition.—*White Grain Company, Duluth, Minn., market letter of June 11.*

CHANGES IN MEMBERSHIP

Chicago.—The following memberships on the Board of Trade were recently transferred: H. C. Goebel, Edw. J. Hand, Estate of Albert C. Walker, Walter S. Griffin, Edwin L. Hitch, Harry J. Berry, Wm. H. Colvin, Wm. E. White, Estate of John T. Geltmacher, Wm. B. Greever, Henry D. Hughes, Estate of Charles I. Brayton, Estate of George T. Winsor and William H. Axtater. New members on the Board include: Orville O'Neill, Hugh J. O'Hare, James M. Hall, Elmer J. Johnson, John A. Cavers, John W. Jordan, Maurice H. Bent, Edward P. Bultmann, Harry S. L. Reno, Jr., Wm. V. Gathany, James Eblin, Anthony J. Mueller, Walter A. Starr, and Robert J. Koeppe. The following were suspended for non-payment of dues, under date of May 8: Wm. J. Creitz, Wm. F. Fisher, Stephen H. Jones, Gilbert G. Rosino and C. H. Thayer. Reported by Secretary Fred H. Clutton.

Duluth.—Membership on the Board of Trade has been granted to E. W. Lenhart. W. C. Poehler has withdrawn his membership on the exchange. Reported by Secretary Charles F. MacDonald.

TERMINAL NOTES

Calvin Stevens Smith is now with Clement, Curtis & Co., Chicago, Ill.

E. A. Pierce & Co. have installed a grain ticker service at Portland, Ore.

J. Frank Octigan is now associated with the Lamson Bros. & Co., of Chicago, Ill.

Mort M. Oppenheimer is now with the Chicago Board of Trade firm of Faroll Bros.

Daniel W. Fishell has formed connections with Charles Sincere & Co., of Chicago, Ill.

W. B. Christian is now associated with the grain and stock firm of Mark C. Steinberg & Co., of St. Louis, Mo.

A grain and feed business is to be conducted at Sioux City, Iowa, by E. A. Fields as the Fields

Grain & Feed Company. He was until December a partner in the Akron Milling Company of Sioux City.

C. G. Hubenthal has consolidated his Minneapolis, Minn., business with the Stuhr-Seidl Company of that city.

An office has been opened at Room 360, Produce Exchange, New York City, by Riemschneider & Co., grain exporters.

H. D. McCord, Inc., of New York, N. Y., have taken over the business founded by Henry D. McCord & Son, Inc.

The Hadden Grain Company of Milwaukee, Wis., has suspended operations. E. H. Hadden is president of the company.

John M. Allen has been admitted as a member of the firm of Williams & Travers of 60 Beaver Street, New York City.

A branch office has been opened at 333 N. Michigan Ave., Chicago, by Babcock, Bushton & Co., members of the Chicago Board of Trade.

Martin Overby is manager of the W. M. Bell Company's office at Canton, S. D. The Bell company's main office is at Milwaukee, Wis.

A Dallas, Texas, office has been opened by McNamee & Co., Chicago cotton, grain and provision brokers. A. J. Delhaunty is in charge.

F. G. Horner is now located at Room 1956, 120 South La Salle Street, Chicago. He was formerly at 576 Sheridan Square, Evanston, Ill.

A \$5,000 scholarship fund has been donated to Beloit (Wis.) College by John C. Shaffer, president of the J. C. Shaffer Grain Company of Chicago, Ill.

Glenn C. Yancey is now associated with the Wallingford Grain Company at Wichita, Kan. He was formerly manager of the Wichita office of Goffe & Carkener.

The Dannen Hay & Grain Company, an old firm of St. Joseph, Mo., recently was incorporated, with capital stock of \$20,000. L. L. Dannen is the principal stockholder.

E. A. Benedict of the Goodland Grain Company of Goodland, Ind., has been on a vacation trip to Chicago and visited with many of his friends on the Chicago Board of Trade.

Henry G. Campbell has resigned as secretary and treasurer of the Stratton Grain Company of Chicago, and is now registered on the Chicago Board of Trade for his personal account.

A. R. Robertson is now associated with Harris, Winthrop & Co., Chicago, Ill. He was formerly in the grain and feed business in St. Louis, Mo., and more recently with a grain firm in Chicago.

E. J. Morris is now associated with Turle & Co., Duluth, Minn., taking the place left vacant by the death of G. E. Peterson. Mr. Morris has been with C. C. Wyman & Co., in their Duluth office.

Hanlan Kane is now associated with the Overland Grain Company of St. Louis, Mo., as assistant to Paul W. Pritchard, manager. He was formerly with the William D. Orthwein Grain Company.

M. G. Wisted is now associated with C. C. Wyman & Co., Duluth, Minn., succeeding E. J. Morris, who is now associated with Turle & Co. He has been deputy registrar for the Duluth Board of Trade.

A grain office has been opened at Hutchinson, Kan., by A. P. Haury, formerly manager of the Clafin Mill & Elevator Company. He has bought a membership on the Hutchinson Board of Trade.

K. J. Bartsch is now with the Bunge-American Grain Company of New York as export manager. He was formerly export manager for the Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo.

Robert T. Brown is in the cash grain department of the Vanderslice-Lynds Company of Kansas City, Mo. He resigned as manager of the Hastings, Neb., office of the Simonds-Shields-Lonsdale Grain Company.

The Kansas City, Mo., office of the Continental Export Company is to be discontinued on June 15 and a branch is to be opened at St. Louis. S. S.

Carlisle, manager of the Kansas City office, will be in charge at St. Louis, Mo., at 203 Merchants Exchange Building. This company recently leased the 2,000,000-bushel elevator at St. Louis from the Missouri Pacific Railroad.

C. V. Fisher is now associated with the Moore-Seaver Grain Company of Kansas City, Mo., in its milling wheat department. Mr. Fisher was formerly associated with the W. H. Marshall Commission Company.

W. G. Moorhead & Co., are now located in the Transportation Building, Chicago, Ill. The company has taken over the business of E. F. Hovey and absorbed the business of the late Henry Sterling Rang.

Ernest H. Hogueland has resigned as commerce counsel for the Topeka Chamber of Commerce, Topeka, Kan. He is now general commerce counsel for the Southwestern Millers League with headquarters in Kansas City.

Harrison S. Martin, formerly first assistant secretary of the New York Stock Exchange, has been engaged by the New York Produce Exchange to supervise and formulate plans for trading in securities not listed on the stock exchange or the curb market.

Mark Hanna is traveling for the Andrews Grain Company of Minneapolis, Minn. He for years was traveling grain solicitor for Lamb-McGregor Grain Commission Company, until that firm retired from business three years ago. His headquarters will be at Watertown, S. D.

A grain and grain products brokerage business is to be conducted at Baltimore, Md., by Frank J. Otterbein as F. J. Otterbein & Co., with offices at 517 Chamber of Commerce Building. He was for 12 years active man on the exchange there for E. Steen & Bro., grain dealers.

Frank Summers is the new president of the Hutchinson Board of Trade. He is connected with the Security Elevator Company. Joe Brada was elected vice-president; directors: G. D. Estes, D. B. Frazee, F. J. Hipple, C. C. Kelly, Ralph Russell, E. J. Whalen and B. F. Young.

Harrison S. Martin, formerly assistant secretary of the New York Stock Exchange, has been appointed by President William Beatty, as advisor on securities. He will formulate a plan for the new trading in unlisted securities on the exchange and act in an advisory capacity.

Seattle, Wash., brokers are considering the erection of a new exchange building in Seattle, Wash., where trading in stocks and bonds, grain, salmon and provisions may be carried on. The brokers say that soon the present quarters in the Chamber of Commerce Building will be inadequate to their needs.

On June 2-3, the staff of James Richardson & Sons, Ltd., Winnipeg, with heads of departments, directors and 50 grain men, were guests of the company at Port Arthur, Ont., going by special train and airplane. The party witnessed the launching of a new grain carrier built in Port Arthur for the company, and inspected the site for a new grain terminal the company will build at Port Arthur.

The Bell-Trimble Grain Company was recently incorporated at Omaha, Neb., to conduct a general grain and commission business. F. C. Bell is president and secretary and James Trimble, vice-president and treasurer. Mr. Bell has been with the Updike Grain Corporation for 19 years and in 1926 was president of the Omaha Grain Exchange. Mr. Trimble has been connected with the Nebraska-Iowa Grain Company for 14 years.

J. J. Mann succeeds C. B. Rader as secretary of the Wichita Board of Trade. Mr. Rader recently became secretary and general manager of the St. Louis Merchants Exchange. Mr. Mann was formerly traffic expert on the Rock Island and Orient Railroads and traffic manager of the Consolidated Flour Mills Company.

C. Oscar Lamy and A. L. McDonald are no longer associated with the J. H. Teasdale Commission

June 15, 1928

Company in St. Louis, Mo. William C. Engle, for the past four years in the grain business, is now actively associated with the firm. The officers of the firm are: Wm. T. Hill, president; Wm. C. Engel, secretary and treasurer; George L. Kelley, vice-president. The Teasdale firm a short time ago gave up the lease on the 2,000,000-bushel elevator in St. Louis to the Missouri Pacific Railroad.

Howard A. Merrill is now in charge of the cash grain department of B. C. Christopher & Co., Kansas City, Mo. He recently resigned as manager of the cash grain department of Goffe & Carkener, Inc., of Kansas City. W. H. Young, with the Vanderslice-Lynds Company, has resigned to succeed Mr. Merrill with Goffe & Carkener, Inc.

The Indianapolis, Ind., branch of Bartlett Frazier Co., of Chicago, Ill., which has been at 116 W. Washington Street, is now under the management of Roberts & Hall of Cincinnati. New offices are on the second floor of the Indianapolis Board of Trade Building, under the management of Kenneth L. Ogle and Bernard W. Kirshbaum.

A booklet has been published by the Merchants Exchange of Portland, Ore., to members of the Grain Division, on the trading rules and regulations of the exchange. This is the first time that the rules and regulations of this Pacific Coast Exchange has been put out in booklet form, and those interested may secure a copy for a nominal sum from the exchange.

Emil P. Albrecht at a meeting of the Board of Directors of the Philadelphia Bourse was re-elected to the presidency of that organization. He has been president since the death of George E. Bartol, founder and first president, in 1917. Lincoln K. Passmore is first vice-president; Philip Godley, second vice-president; Miers Busch, third vice-president; W. S. Appleton, treasurer; William A. Lockyer, secretary; and H. C. Hudson, assistant treasurer.

MARSEILLES INCREASES GRAIN HANDLING FACILITIES

The port facilities at Marseilles, France, have been greatly improved by the completion of the new elevator there by the Compagnie des Docks et Entrepôts de Marseille.

The new elevator is situated alongside the "Dassin d'Areno" and has a capacity of about 22,000 tons. It is composed of 57 cylindrical cells of a capacity of about 325 tons each of cereals, and 42 smaller cells of a capacity of 90 tons. Above the cells, is the loading floor where belt carriers distribute the wheat to the various cells.

Imports of wheat at Marseilles during 1927 amounted to 18,540,000 bushels according to provisional customs estimates, but estimates from a private and reliable source place the total at 21,566,000 bushels compared with 14,289,000 bushels in 1926. Of the 1927 total 6,818,000 bushels were Durum wheat. The United States was the principal country of origin having furnished 4,094,000 bushels of Durum wheat and 6,514,000 bushels of ordinary wheat.

ERROR IN WHEAT REPORT CAUSES MARKET FLURRY

A clerical error of 7,392,000 bushels in the Government report estimating the Winter wheat crop last month caused considerable action. The price dropped over four cents on the Chicago market and holders of wheat experienced some considerable losses as a result of the mistake. Statisticians in the Department of Agriculture went astray in computing the Ohio figures. The estimates by states originally given out on May 9, gave Ohio's share of 1,478,000 bushels, whereas it should have been 8,870,000 bushels. The correction was sent out by the Department as soon as attention had been called to the error.

The revised total Winter wheat estimate is 486,478,000 bushels, against 479,086,000 bushels, the

figures containing the Ohio error. The former figures showed the smallest crop in years. Last year Ohio raised 28,980,000 bushels, and the five-year average is 33,871,000 bushels. The discovery of the error came at a time when there was an excessively nervous market and created a scare in the wheat trade, thus bringing about a general unloading.

INDUSTRIAL POSSIBILITIES IN SOUTH DAKOTA

By LOUIS N. GRILL*

Corn is our major crop. In 1927 there were 4,766,000 acres raised in South Dakota. At the estimated yield of 30 bushels per acre, this meant a production of 142,000,000 bushels. South Dakota, rated as sixth in the United States in the production of corn, sends all of this grain into other states to be manufactured into forms for commercial uses. The following articles of commercial importance are made from corn: Corn syrup, corn flour, synthetic ammonia, acetone, corn starch, corn sugar, corn oil cake, menthanol, hominy grits, dextrine, breakfast food products, cornmeal, hominy, corn bran, wood alcohol and corn oil.

There is no reason why all of these products cannot be made in South Dakota. The quality of our corn even exceeds that of any other state. Climatic conditions in all seasons are ideal. Labor supply will naturally and quickly adjust itself to the necessity of manufacturing demand. Railroad rates will, no doubt, be adjusted on an equitable basis. The last census shows the value of corn syrup and corn starch, manufactured in the United States, to be \$80,000,000. Yet with our great corn production, South Dakota does not have one such establishment. Iowa has four plants with a manufacturing output of \$24,000,000 annually.

The chemist has said that he can clothe you, feed you and shelter you from a field of corn. The greatest discoveries comprising a magnitude that will bring great beneficial results to agriculture have been announced by noted chemists, this being the value of corn stalks as a product to be used in the manufacture of over 50 different articles of every day use.

The dean of agriculture at Ames College estimates that corn stalks are worth, for manufacturing purposes, at least \$7 per ton and that the average yield is one and a half tons per acre. This would mean a value of \$10.50 per acre for corn stalks, that are grown contiguous to manufacturing plants. The Government charts show that southeastern South Dakota grows the best matured corn of any section of the United States and that being true, likewise it grows the best matured corn stalks, it would be but a natural business proposition that the manufacturing plants to be started in this new industry would give serious consideration to that section of our state in the establishment of these enterprises.

It is now definitely known that the following articles can be manufactured from the corn stalk: Rayon artificial silk, wall board, pulp board, paper, fibre, alpha cellulose, pyroxylin varnish, viocene, xylan (a wood gum), xylose (an unfermentable wood sugar), cellulose nitrate and cellulith. The most important and far-reaching in commercial importance is rayon silk, wall board and paper and the manufacture of these articles in the near future is destined to be one of the big enterprises of the United States.

In addition to the principal articles which are in almost universal demand, many valuable commodities from the by-products can be made at the same time and by the same manufacturing plant. From the pith of the corn stalks can be made dynamite absorbent, face powder, gun cotton, insulating lining, linoleum, novelty pottery, paper mache, packing for war vessels, pipe covering and smokeless powder. From the husks can be made chair cushions, cloth, corn hats, mattresses, oil cloth, upholst-

*Louis N. Grill, Secretary of Agriculture for the State of South Dakota, Pierre, S. D., is interested in the development of the manufacturing and industrial possibilities of the state, and has been writing a series of articles on the subject, from which the above extracts were compiled.

ering, door mats, horse collars and floor rugs. From the cobs can be made acetic acid, chloroform and iodophorm, alcohol, anesthetics, antiseptics, bee smoking material, buttons, charcoal, coloring, corn cob pipes, wash boards, curing for concrete floors, diabetic food, dyes, furfural, fire lights, glue, hard rubber substitute, incense, menthanol, maple flavor, motor fuel, oxalic acid, pitch, plastics, punk, shampoo, rosin, tar and sweeping compound.

If we have the best matured corn, then we have the best matured corn cobs and it will be noted that from corn cobs alone many of the every day articles and compounds sold by drug stores can be made. Perhaps no field of manufacturing opens up the possibilities that the corn field offers. Grain, cob, pith, husk and stalk all are valuable from a commercial and manufacturing standpoint.

There should be combined effort of our agricultural, business and banking interests, working in co-operation with our state Chamber of Commerce, to induce these valuable manufacturing plants, which will be established in the near future, to locate in South Dakota. It will mean increased revenues for our farms as well as add to our industrial growth.

FRENCH GRAIN ACREAGE AND CROP CONDITIONS

The total Winter and Spring wheat acreage in France for the 1928 harvest is 12,774,000 acres, according to a cable to the Foreign Service of the Bureau of Agricultural Economics from the International Institute of Agriculture. This is 434,000 acres below last year's acreage and is the lowest acreage since 1920, which was 12,586,000 acres. The condition of wheat as of May 1 was 93 per cent of the average condition as of May 1 during the 10-year period 1918-1927. The relation of the May 1 condition of wheat to final yields as indicated by a correlation of May 1 conditions and reported yields for the years 1902 to 1925 would indicate a yield for the 1928 harvest of about 18.7 bushels per acre, which on the acreage officially reported would give a total crop of approximately 239,000,000 bushels as compared with an actual production of 284,000,000 bushels in 1927 and 232,000,000 bushels in 1926. May, June and July conditions are important in determining yields and the actual yield may vary above or below the estimate of 18.7 bushels per acre in accordance with conditions during these months.

Rye acreage for 1928 is reported by the Institute at 1,945,000 acres, the lowest acreage since 1919. There has been a tendency to reduce rye acreage since 1921 when it amounted to 2,227,000 acres. Rye condition on May 1 was 97 per cent of the 10-year average for that date, compared with 103 per cent in 1927 and 99 per cent in 1926.

Barley acreage is reported at 1,702,000 acres, compared with 1,754,000 in 1927. It is the lowest acreage reported since 1923. The May 1 condition was 99 per cent of the 10-year average compared with 101 per cent last year.

Oats acreage placed at 8,464,000 acres is also the lowest since 1923. Last year's acreage is estimated at 8,542,000 acres. Oats condition on May 1 was 97 per cent of the 10-year average compared with 100 per cent last year.

TOTAL 1927 production of oats in the 42 countries which have reported now stands at 3,613,830,000 bushels, a decrease of 1.5 per cent from that of 1926, and 5.3 per cent from that of 1925.

Editor American Grain Trade:—We are enclosing you herewith check for \$1 for one year's subscription to the AMERICAN GRAIN TRADE, and ask that you change the name on this subscription from the Evans Elevator Corporation to the Reliance Elevators Corporation. The Evans Elevator has been taken over and will be operated under the name of the Reliance Elevator, the new order going into effect May 1. We further wish to state that the Reliance Elevators Corporation is working in conjunction with the Pierce Grain Corporation and the Western Elevating Association, Inc. RELIANCE ELEVATORS CORPORATION, Buffalo, N. Y.

TRADE NOTES

W. R. Sinks of the James Stewart Corporation, engineers and contractors of Chicago, who for several weeks has been in South America on business, is now on his return home and is expected to be in his office toward the latter part of June.

Elevators, large and small, are realizing savings where the elevator and conveyors are equipped with silent chain drives. These drives do just as you want them to, and they do it year in and year out with a minimum of attention and care. Equipment which gives no trouble is the kind to choose.

J. B. Sedberry, Inc., of Utica, N. Y., has just issued a folder on feed grinding in general and "Jay Bee" Mills in particular, which is so fully illustrated and the illustrations so well described that it will answer nearly every question you would like to know about this mill. A post card will bring one to you.

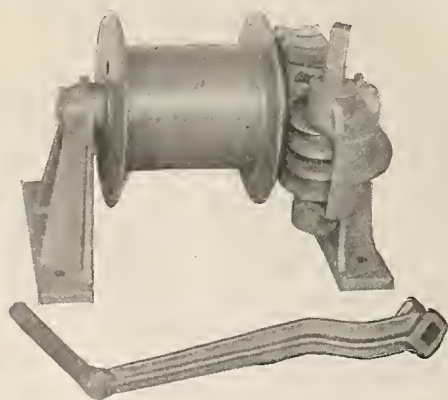
The C. O. Bartlett & Snow Company, of Cleveland, Ohio, makers of Triumph Corn Shellers, announces the appointment of J. R. Allison, formerly with the Carnegie Steel Company, to their Pittsburgh office at 406 Bessemer Building. Mr. Allison has a wide experience in both maintenance and construction in steel mills and railroads.

The Wolf Company of Chambersburg, Pa., has issued a bulletin of 22 pages on "Why Wheat Washing Increases Milling Profits." This is a digest and summary of first hand experiences of numerous American flour mills that have followed the practice of washing all wheat milled during periods ranging from one year to 15 years. For those grain dealers who have never washed wheat, this booklet contains many surprising statements. Those who do make it a practice will recognize the truth. The book will be sent to all who wish it and we recommend its reading.

The O. W. Randolph Company of Toledo, Ohio, announces that with the celebration of its fifteenth anniversary its new important improvements in the Randolph Drier line have been perfected: The Randolph Unit Drier for the handling of wheat, direct from the combine harvester-thresher; The Randolph Aerofin Coils which are made of brass and copper. They are nine times lighter and only occupy one-third the space of the old type coils commonly used on Randolph Steam Driers and other makes; and the double automatic recording temperature control which regulates and records the temperature of the air going to the grain and the temperature of the grain in the drier. A new bulletin has been issued explaining all these features which will be sent, without charge, to anyone interested.

A NEW USEFUL HOIST

The Weller Manufacturing Company, 1856 N. Kostner Avenue, Chicago, Ill., is placing a Safety Worm Gear Hoist on the market. It is especially



adapted to conditions where it is necessary for raising and lowering building materials, loading spouts, doors, skylights, automobiles, etc.

The hoist is self-locking and safe. The self-locking feature holds the drum in position whenever the operator releases the handle. To lower the load

the crank or handle is turned in the opposite direction.

The workmanship and material entering into the making of the hoist is of the highest type. The worm is cut steel, hardened and ground and is protected by a cast iron guard. The gear is cast iron—the frame is of heavy cast iron and is bored for shafts which assures perfect alignment, easier operation and longer life. The base is finished after assembly, which insures proper lineup. The crank is of cast steel, extra long to give unusual leverage. It is of cross type construction which makes it very rigid. It is made in five sizes, capacities 500 to 1500 pounds. Prices and descriptive circular will be sent on application.

A NEW EXPERT FOR NEW YORK

The S. Howes Company of Silver Creek, N. Y., has issued another of its attractive leaflets, this time introducing T. O. Van Nostrand, who will represent the S. Howes Company, with his headquarters at Mizpah Inn, Syracuse, N. Y.

Mr. Van Nostrand has been a successful millwright serving in some of the largest plants in this country and abroad, where he has installed flour



T. O. VAN NOSTRAND

and feed mill machinery. He has sold American flour and feed mill and elevator equipment in Mexico, South Africa and China. For three years he was engineer in charge of construction and maintenance for a prominent grain exporting house in South America. Upon his return to the United States he became associated with a well-known milling machinery concern in Chicago and came into personal contact with the executives of a great number of flour mills, elevators and mixed feed plants located in the central states.

Mr. Van Nostrand has devoted much of his time during recent years to making layouts and flow sheets and providing other engineering services in connection with mixed feed plants. In fact the feed industry might justly claim him as its own by reason of his having so intensively specialized in that line of work. He will be glad to consult with anyone interested in a feed or flour mill.

HANDLING CONDITIONS IN SOUTHWEST IMPROVE

Railroads anticipate that the export grain movement this season will be equally as large as that of 1926, according to R. C. Andrews of Dallas, district manager of the American Railway Association. He predicts that the crops in the Southwest will be equally as large as in 1926. This bright outlook is due to the recent general rains.

Texas wheat production may go as high as 30,000,000 bushels, Mr. Andrews said, while the Panhandle alone probably will make about 18,000,000

bushels, or 250 per cent more than last year. Oklahoma, which ships a great amount of export grain, will have a wheat yield between 50,000,000 and 60,000,000 bushels, about twice as much as last year and slightly less than in 1926, according to indications.

A crop of about 145,000,000 bushels probably will be made in Kansas and about 45,000,000 bushels in Nebraska, Mr. Andrews declared. While conditions in other states are far from satisfactory, Mr. Andrews said that because of heavy stocks in the Northwest there will not be much wheat drained from the Southwest's surplus, most of which will go for export if market conditions justify.

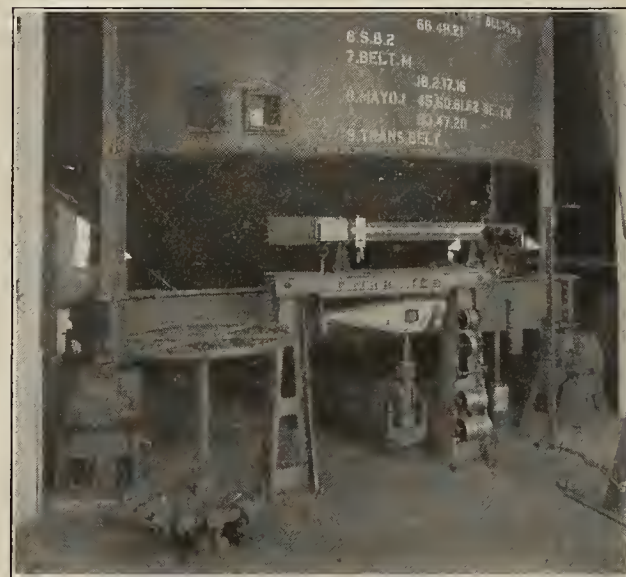
"We will be in splendid shape to handle a heavy wheat movement to the ports," Mr. Andrew stated. "There is no doubt in my mind but that a larger movement than in 1926 can be handled more efficiently than in that year."

Mr. Andrews explained that in 1926 car conditions were somewhat different and wheat was handled slowly at the beginning of the season at ship-side elevators, due to a shortage of labor.

WEIGHING GRAIN CORRECTLY

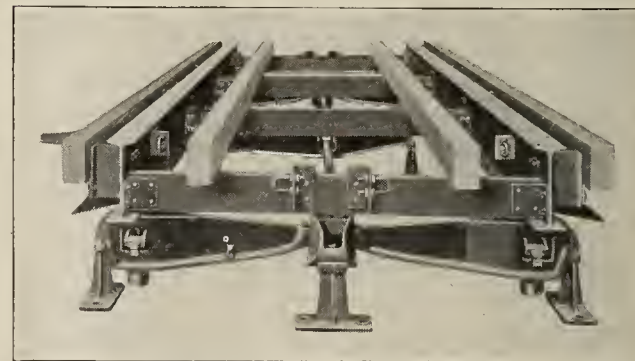
By R. H. BACON
Fairbanks, Morse & Co., Chicago

Another problem which is frequently encountered in the mill, feed mill and elevator business is that of weighing the incoming raw product and weigh-



A FAIRBANKS GRAIN HOPPER SCALE WITH A CAPACITY OF 3,000 BUSHELS

ing the outgoing saleable product. A study of this subject immediately leads to the discovery that the development in weighing equipment has kept pace fully with other equipment used in the industry. All types of specialized scales are available so that any type of weighing problem can be efficiently solved. Grain hopper scales, dial scales with platforms flush with the floor, mono-rail scales for weighing material at the same time that it is in transport, auto truck scales with concrete platforms and many similar developments have been



STURDY CONSTRUCTION OF FAIRBANKS AUTO TRUCK SCALES

made, all of which are of definite interest to the milling industry.

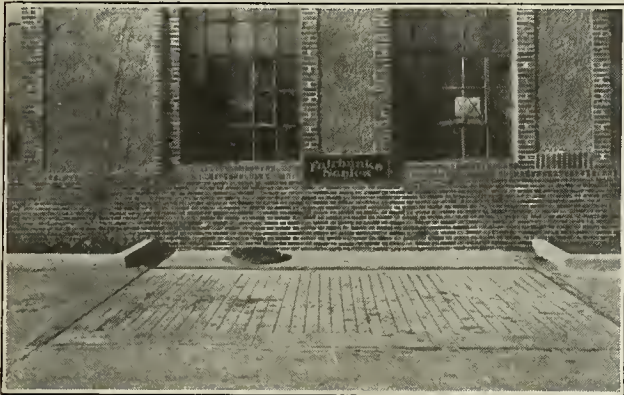
The advent of the auto truck has had a marked effect on scale design. In the days of the horse drawn vehicle each wheel of the vehicle carried about 25 per cent of the load. With the modern auto truck, however, this is entirely changed for it is not uncommon to find that the rear wheels are carrying as

much as 90 per cent of the total load. This concentration of the load on two wheels obviously throws the load on a small area of the scale platform.

Wagon loads are pulled upon the scale platform by horses so that the motive power is in no way dependent on the wheels of the wagon. The wheels merely carry the load. The auto truck contains the motive power within itself so that its wheels, in addition to carrying the load, must exert enough force on the roadway or scale platform to overcome the tendency for the load to stand still or to stop it once it is in motion. These forces cause heavy blows to the scale mechanism which must be taken into account in scale design.

It follows that a scale designed to weigh the wagon load can be a more simple mechanism with less material in the levers and platform than one designed to weight the auto truck. Special provisions must be made to allow for more violent motion of the platform without displacing vital parts of the scale. One of the accompanying illustrations gives a very clear idea of the very substantial construction which is now used in building scales suitable for auto truck weighing.

A development within recent years which has gone a long way to help keep scales accurate has been the use of reinforced concrete for the scale platform instead of the customary plank floor.



REINFORCED CONCRETE PLATFORM FOR TRUCK SCALE

Plank, even if laid reasonably close, allows rain water to run through and carry along dirt which may be on the platform where the scales are not protected by a shed. This dirt lodges in the scale bearings and holds moisture which adds to the speed of rusting. Rust is a worse enemy to scale accuracy than any amount of traffic on the scale platform. Rust, if unchecked, will destroy the knife edges of a scale in from three to five years, making it entirely unreliable.

One of the accompanying illustrations shows a concrete platform of this type which has been used for a number of years and it is in as good condition as when it was installed. This is in contrast to the plank platform which needs renewing about every three years.

A piece of equipment which enters into the profit of a feed mill or elevator as vitally as does the scale should have careful consideration. The lowest first cost should not be the governing factor. A scale should be selected which will be accurate not only when new but which will remain accurate for the longest possible time.

THE GRAIN MARKET SITUATION

By G. A. COLLIER

Grain, Hay and Feed Market News Service Bureau of Agricultural Economics, U. S. Department of Agriculture.

The grain market has been rather unsettled during the past month with weather the dominating factor. More favorable weather for Winter wheat and for spring sown grains brought about a weaker situation in the grain market during the latter part of May but at the first of June dry weather in parts of the Spring wheat area was less favorable for Spring wheat and the wheat market developed a firmer tone. Needed moisture during the second week in June, however, weakened the market and at this writing (June 11) July wheat at Chicago is around 10 cents per bushel lower than a month ago.

The rye market held relatively firmer than wheat during the month with the unfavorable progress of the crop and diminishing supplies the principal strengthening factors. Feed grains also tended downward but the relatively light offerings of corn and oats gave the market for these grains independent strength.

Prospects for Winter wheat improved materially during May and at the first of June the official estimate of the Winter wheat crop was increased about 26,000,000 bushels over the May 1 report and was estimated at 512,252,000 bushels. According to this estimate the outturn this season will be around 40,000,000 bushels below last year's harvest. The improvement in the crop was principally in the Hard Winter wheat states, and it is estimated that the outturn of Hard Winter will be around 330,000,000 bushels and of Soft Winter about 121,000,000 bushels. The remainder of about 61,000,000 bushels is accounted for in the White Winter wheats. Kansas, Nebraska and Oklahoma showed most improvement. The Kansas crop was estimated at about 157,814,000 bushels compared with 111,283,000 bushels last year and 116,443,000 bushels the 5-year average 1923-1927. The Oklahoma crop was estimated at 58,012,000 bushels compared with 33,372,000 bushels last year. In other sections the outlook is still unsatisfactory and an unusually short crop is in prospect in Ohio, Indiana and Illinois. The Ohio crop was estimated at only 8,501,000 bushels compared with 28,980,000 bushels harvested last season. The Indiana crop was placed at 7,277,000 bushels compared with 27,621,000 bushels last season and the Illinois crop at 11,669,000 compared with 30,956,000 bushels last year.

The condition of Spring wheat June 1 was only 79 per cent of normal and with the exception of 1926 was the lowest condition on record. No official estimate of the Spring wheat crop has yet been made but earlier private forecasts are for a production about 65,000,000 bushels below last season, suggesting a total outturn of all wheat about 100,000,000 bushels smaller than last year. The outturn of Spring wheat, however, is still very uncertain and will depend materially upon weather and other factors from now until harvest. Up to the first of June, weather was too dry for the crop in the western part of North and South Dakota and eastern Montana and serious deterioration was threatened in some areas. Needed rain has occurred in some sections but continued moisture will be needed for favorable development of the crop.

DOMINION WHEAT LOOKS GOOD

General crop conditions in Canada are the best for early June for a number of years according to the second general crop report of the Manitoba Free Press. Wheat in the Prairie Provinces was 4 to 6 inches high on an average June 8 with many points reporting as high as 10 inches. The plant is well stooled and in vigorous growing condition. Only a few points reported any serious need of rain and heavy rains were general over the three provinces during June 5, 6 and 7.

European crop conditions were materially improved during the latter part of May and while heavy abandonment in some areas may offset the increased acreage reported favorable conditions from now through the harvest period may produce a larger supply of good milling wheat than was harvested in Europe last season. The German crop is above average, according to the latest condition report, but abandonment was 1 per cent greater than last season. The French acreage of both Spring and Winter wheat is given at 12,774,000 acres. No official estimate of production has been made but trade estimates are for a crop of around 257,000,000 bushels which would indicate about an average yield. Conditions in Italy are much better than last season and improvement has been noted particularly in the important importing countries. In northwestern Europe, however, crops are still somewhat backward and recent cool weather has retarded growth.

EUROPEAN DEMAND SLOW

Demand from European buyers has been rather dull during the past month. Shipments of wheat

and flour from the principal exporting countries during May were about 20,000,000 bushels below those for the corresponding period last year. About 50,000,000 bushels more wheat apparently was available for export in these countries June 1 than a year ago. The decrease in exports during May was principally in shipments from the United States, Argentina and Australia, as Canadian shipments were almost as large as last season for this period. Country marketings in Canada were unusually heavy during the latter part of May, reflecting the larger supplies remaining in that country this season. The larger commercial stocks in store in the United States markets, principally at Minneapolis and Duluth, account for the increased amount which it is estimated is available in the United States compared with a year ago.

CASH WHEAT PRICE DOWN

Prices of cash wheat followed rather generally the downward trend in future prices during May but premiums for good quality milling Hard Winter and Spring wheats held fairly steady, with the exception of high protein types, premiums for which were slightly reduced. No. 2 Hard Winter 12 per cent protein was selling at Kansas City June 8 at premiums of 11-18 cents over the Kansas City July price, which would be equivalent to about \$1.45-1.51½ per bushel. Trading in new crop wheat has been light to date with buyers at Kansas City generally bidding about 3 cents over the July price at this writing (June 11) for No. 1 Hard Winter for June shipment. The supply of Soft Winter wheat is practically exhausted at the principal markets and quotations are largely nominal. Some new Winter wheat was reported harvested in Georgia during the week ending June 8 which was of exceptionally good quality. Quotations on No. 2 Red Winter on June 8 were as much as 50 cents per bushel below the high point reached in May.

No. 1 Dark Northern Spring wheat 12 per cent protein was quoted at the close of the week ending June 8 at Minneapolis at 8-12 cents over the July price in that market, which was equivalent to about \$1.47¾-1.51¾. 13 per cent protein wheat was bringing 21-25 cents over the July price while 14 per cent was selling at 32-40 cents over. Canadian Spring wheat prices declined about 5 cents per bushel during the last half of May, No. 1 Manitoba being quoted June 9 at Winnipeg at \$1.47½. This would compare in a general way with quotations at Minneapolis of \$1.73¾-1.79¾ for No. 1 Hard Spring high protein wheat from Manitoba.

DURUM TRADE DULL

The market for Durum wheat was dull with export demand rather inactive, according to trade reports. North African Durum is now competing with American Durum in European markets and quotations of American Durum at Genoa have been lowered about 10 cents per bushel since the middle of May, Amber Durum being quoted c. i. f. Genoa June 8 at \$1.51 per bushel. No. 1 Amber Durum was selling at both Minneapolis and Duluth June 8 at \$1.30-1.50 per bushel, according to protein and other milling factors. July wheat at Liverpool declined 13 cents from May 8 to June 8, but prices of native wheats in Continental European markets held steady to only slightly lower. On June 8 native wheat was selling in Hamburg at \$1.82 compared with 1.88 on May 11. At Paris native wheat was quoted at \$1.90, practically the same price as a month earlier. The price of native wheat at Milan was about 2 cents lower than a month ago and was quoted at \$2.13½. Native wheat at Copenhagen declined about six cents during the month and was quoted June 8 at \$1.53. No. 3 Manitoba Canadian wheat for June shipment was quoted in Liverpool at \$1.51 and Australian wheat at \$1.63 per bushel.

Editor American Grain Trade:—Bad wreck on freight west of Ambrose and Colgan on Flaxton-Whitetail branch. Following cars loaded with wheat in wreck: 39910, 36264, 34554, 31356, 31920 Soo Line. Wreck occurred May 21; track cleared May 22.—NORTHLAND ELEVATOR COMPANY, Ambrose, N. D.

NEWS LETTERS

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THERE hasn't been a great deal doing with the elevator operators and grain jobbing trade of Louisville over the month. Good rains and advance of the spring season resulted in good grass in the state and a material reduction in demand for feeds, grain, etc. There has been fair buying of wheat by some of the larger mills, which realizing that there will be very little wheat produced in Kentucky and southern Indiana this year, started buying old wheat early from the Northwest. Corn movement has not been active, and oats only fair.

The Kentucky Public Elevator Company, Louisville, reported very light stocks in hand, holdings being 90,000 bushels of wheat; 15,000 of corn; and 5,000 of oats, with daily handlings light.

Ed. P. Scherer, Bingham Hewett Grain Company, remarked that demand was quiet, there not being much activity in anything just now, due in part to an unsettled market in which prices are up one day and down the next.

Opinions of local grain men are to the effect that there should be a demand this fall for both milling and seed wheat in Kentucky. Due to failure of Kentucky wheat crop millers will be forced to buy more than normal supplies through grain dealers. Farmers through losing their seed supply in the failure of their wheat crop, will have to purchase fresh supplies of winter wheat for seeding use. A number of seed houses which generally do not job seed wheat are planning to handle it this fall.

Louisville produces a good deal more manufactured feeds today than formerly. There are several concerns making manufactured feeds here now, including sweet feeds. Prohibition may have had something to do with increasing demand for feeds, as in the days when distilleries were running there was a good deal of slop feeding done on distillery waste mash, from which the alcohol had been extracted.

Indications are for higher than normal straw prices this year, as straw will have to be brought in by rail over longer distances, and freight bills will increase prices. Right now wheat straw is abnormally high at \$14.

Early reports do not indicate an especially good hay crop this season, as grass suffered from winter kill. However, heavy rains over late May and the first few days of June should have improved conditions.

Edward Oehrle, hay, grain and coal retailer, at Audubon Park, just south of the city, has started the sixth of a series of concrete tanks for a new coal handling plant, which will represent an investment of \$30,000 or more.

Seed crop outlook is not so bright in Kentucky this year. Western Kentucky which in some seasons produces a very fair supply of Red Clover is not anticipating much of a crop this year. In central Kentucky it is reported that prospects for a Bluegrass crop indicate a below normal production, but larger than the very short crop of last season. However, there is a considerable carry over, and western production has been increasing each year, so that there will be no prospect of any shortage. Orchard grass fields came through poorly and reports are for a short crop of orchard. Last year's crop was very short, and orchard may be scarce and high.

Severe weather with five below zero and no snow protection in January played havoc with wheat and other winter grains, as well as all grass lands. However, it proved one thing, according to seedsmen, and that is that Clover planted from French

Clover seed, stood severe weather just as well as domestic Clover. There had long been arguments to the effect that imported Clover could not stand the rigors of a severe winter. That has now been exploded.

Dorsey Bros. & Fisher, Carlisle, Ky., capital \$48,000, to handle grain, lumber and coal, was recently incorporated. This represents the incorporation of an old concern. The incorporators are W. I. H. A., and S. A. Dorsey and C. H. Fisher.

Corn planting made headway in May as a result of favorable planting weather the early part of the month. Late May and early June found the fields too wet for any work, and tobacco planting has been delayed. There is still some movement of seed corn at from \$2 to \$2.50 a bushel, as acreage to corn promises to be quite large. Tobacco acreage is expected to exceed all previous records, due to a short crop and high prices on the last crop, plus a cleaned up market situation.

Loss of about \$50,000 was suffered by the Southern Seed Company, manufacturers of feeds and jobbers of seeds, in an early morning blaze at the plant at 557 Garden Street, Louisville. When the fire department arrived a second and third alarm was sounded, as the interior of the plant was doomed, and the roof fell in. Machinery and building loss was estimated at \$25,000; and an equal loss to stock. An elevator containing about 15 cars of grain was saved, and also a steel warehouse building which contained about \$12,000 worth of manufactured feeds. E. C. Foltz, president-treasurer of the company, stated that the loss was insured, and that the company would resume production as early as possible. He believed the fire was started by lightning.

ST. LOUIS

FAIRMOUNT

CORRESPONDENT

THE following elevators are officially declared irregular: The Rogers Elevator, an account of being destroyed by the cyclone; the Missouri Pacific Elevator, because of change of management; the Belt Elevator, purchased by Langenberg Bros. Grain Company; the Victoria Elevator, which was closed on account of the liquidation of the W. D. Orthwein Grain Company.

The funeral services for Allen H. Baker, 56 years old, of 4545 West Pine Boulevard, who died Saturday, May 14, 1928, after an illness of several weeks, were held at Fort Smith, Ark., on Monday, May 16. He was associated with the Merchants Exchange of this city for nearly 20 years before forming the Federal Truck Company, from which he retired three years ago. His widow, Mrs. Marie McCloud Baker, and two children survive him.

Wilbur B. Christian, formerly St. Louis manager for the J. C. Shaffer Grain Company of Chicago, retired June 1 to accept a position with Mark C. Steinberg & Co., with offices 201 Boatmens Bank Building, as manager of the grain and cotton departments.

C. H. Williamson, formerly with the Overland Grain Company, will succeed Mr. Christian as St. Louis manager for the J. C. Shaffer Grain Company.

The Overland Grain Company are moving their offices from the fifth to the third floor of the St. Louis Merchants Exchange Building, to offices formerly occupied by the William D. Orthwein Grain Company. They are doing so to secure larger space.

The J. H. Teasdale Commission Company announce the retirement of two of the older members of that organization, Oscar C. Lamy and Alex L. McDonald. J. Paul Berger and Ed. F. Daly, also connected with the firm, have severed their connections with the organization. William T. Hill,

George L. Kelley, and William C. Engel, will continue the business as heretofore. William O'Toole will be in charge of the hay department.

The Ralston-Purina Company, with head offices at Eighth and Gratiot Streets, St. Louis, Mo., have opened up a branch office at Room 206 Merchants Exchange.

Fred Wallace, formerly in the grain business in this city, and now United States grain supervisor at Boston, Mass., paid us a visit here on May 22. Mr. Wallace is well known to all the members of the exchange and all were very glad to see him.

The following were applicants for membership in the St. Louis Merchants Exchange: William C. Engel of the J. H. Teasdale Commission Company, on transfer from F. S. Lewis. Fred K. Williamson, representing J. C. Shaffer Grain Company, on transfer from Jos. H. Flynn.

Edwin I. Noxon, for 25 years general superintendent of the plants of the Ralston-Purina Company, died at Barnes Hospital on Monday, June 4. An operation was performed for an arterial disturbance and one of his legs was amputated above the knee. He was 63 years old. Mr. Noxon was of a mechanical turn and invented a number of the machines used in the mills of which he was superintendent. He was a native of Ontario, Canada, residing at 411 Algonquin Drive, Webster Groves, Mo. He is survived by his widow, Mrs. Dorothy V. Noxon; three sons, Elmer W. Noxon, of Battle Creek, Mich.; Geo. A. Noxon of St. Louis, and Edwin I. Noxon of New York City; and two daughters, Mrs. C. P. Dyer, and Mrs. Leslie Johnson, both of St. Louis. Funeral services were held at the Lafayette Park Methodist Church at Lafayette and Missouri Avenues, to Valhalla Cemetery.

Frederick K. Williamson, formerly connected with the Plant Milling Corporation, has joined the J. C. Shaffer Grain Company organization as assistant to C. H. Williamson.

The smallest messenger has been noted frequently on the Merchants Exchange floor. His name is Arthur Moore, and he represents the Seele Bros. Grain Company. He is a little shaver and weighs only 88 pounds but is as active and bright as a cricket.

Herman F. Wright, for several years with the Saxony Mills sales department, has purchased a new modern mill at Riley Lake, Ill. of 250 barrel capacity. This is a new modern mill and was built in the fall of 1922. The Herman F. Wright Mills, Inc., has been formed, with Mr. Herman F. Wright as president and general manager, with offices at 514 Merchants Exchange. Mr. Wright has had many years' experience in the milling business, and has operated mills in the Northwest and Central States. This mill will grind both Hard and Soft wheat. Mr. Wright has been a member of the Merchants Exchange for some years and is generally highly regarded, and much success is wished him in his new venture.

KANSAS CITY

B. S. BROWN

CORRESPONDENT

IT IS estimated here that the Kansas wheat crop will be around 142,877,000 bushels, produced by 10,824,000 acres now in wheat. This estimate compares favorably with last year's production of 111,283,000, and the average for the last five years of 116,439,000. Of the 17 per cent acreage which had been abandoned up to May 1, the largest portion is in northwest Kansas, where lack of moisture at seeding time last year and during the winter caused over a million acres to be abandoned out of 2,606,000 sown.

At the meeting of the Missouri-Kansas Shippers' Board in Wichita on June 20, the principal problem

of consideration will be the possibility of a shortage of box cars for moving the wheat. The fact that over 17,000 combines are in use this year and that a large crop is expected, makes this a serious problem. Clyde M. Reed, chairman of the board, will preside at the meeting. At that time estimates of the number of cars needed to move the crop will be made and railroad officials will be asked to report the number of cars which they have available, and what preparations are being made to handle the wheat movement.

R. H. Montgomery, of the Washburn-Crosby Company, has been re-elected chairman of the Sales Managers Association of Kansas City. Mr. Montgomery served very efficiently last year.

A number of grain elevators in the East Bottoms of Kansas City were damaged by a near tornado which occurred here on May 30. The most serious damage was to the Milwaukee Elevator operated by Simonds-Shields-Lonsdale Grain Company, where the roof of the workhouse was blown off and other damage done to grain and machinery. Less serious damage resulted to the Kansas City Southern Elevator which is operated by Moore-Seaver, the Chicago and Alton Kansas Elevator operated by the Southwest Wheat Growers Association, and the Kansas City Southern Norris Elevator, which is operated by the Norris Grain Company. Part of the workhouse roof of the Eagle Elevator was blown off. This elevator is operated by Henry Lichtig & Co.

Alfred E. Yardley, purchasing agent for the Arcady Farms Milling Company, has been admitted to membership on the Kansas City Board of Trade, on transfer from Frank L. Carey of Nye & Jenks. Mr. Yardley will represent the Arcady Milling Company on the floor.

J. F. Leahy, of Clay-Leahy Grain Company, has been elected to membership on the Kansas City exchange. He purchased his membership from Eugene Cox of Mena, Ark.

A number of transfers of membership were made during the past month. W. B. Young has transferred his representation from Vanderslice-Lynds to Goffe & Carkener. H. E. Merrill, formerly with Goffe & Carkener, has transferred his membership from that firm to B. C. Christopher. C. V. Fisher has transferred his own membership to the Moore-Seaver Grain Company.

Robert T. Browne is an applicant for membership on the Kansas City Board of Trade on transfer from Clyde A. Truesdell. He will represent Vanderslice-Lynds on the trading floor.

As a tribute to Howard Vanderslice and a partial payment of a debt of gratitude to this art patron, the student body of the Kansas City Art Institute, gave a dinner in his honor on May 25. Mr. Vanderslice of Vanderslice-Lynds Grain Company recently presented a beautiful home to the Kansas City Art Institute, which by next fall will have been converted into a permanent home for the Institute, providing increased facilities and large grounds which will offer limitless opportunity for sketching and painting. This is Mr. Vanderslice's second gift to the artistic life of the city, his first being the bronze statue, "The Pioneer Mother," which was presented to the city and was dedicated with impressive ceremonies last fall.

Fred C. Vincent, vice-president of Simonds-Shields-Lonsdale Grain Company, returned recently from an extensive tour of several months through European countries.

Kansas City grain men are now making extensive preparation to receive the greatest volume of grain ever attempted to be marketed in so short a time, with the Hard Winter wheat harvest in this section practically at hand. With the increased use of the combine-harvester a large part of the crop will be marketed early and this fact is expected to test the ability of this terminal center to dispose of wheat on arrival, and the efficiency with which the railroads will meet the demands for moving the grain into Kansas City. According to J. J. Kraettli, new president of the Kansas City Board of Trade, comparatively small European reserves of wheat and unfavorable prospects for growing grain crops abroad will necessitate foreigners purchasing supplies at the start of the southwest harvest in quantities that may exceed all previous records. He states that the grain trade views the European situation as an important factor and foundation in maintaining profitable prices for American wheat the coming season regardless of the size of the crop. A review of the facilities ready to handle the crop reveals that the local elevators were never in better condition for immediate disposition of grain arrivals. Considerable remodeling and much new equipment has been installed by most houses, par-

ticularly drying equipment which finds its biggest usage in conditioning newly harvested wheat to prevent damage from moisture and heating. It has been announced by F. M. Fink, chief grain inspector of the Kansas State Grain Inspection Department, that new grain testing equipment is being added to 14 stations of the Kansas department, and plans are being made to increase the staff of inspectors at the various stations. It is said that barges could be pressed into service extensively in moving the quantities of wheat from Kansas City and the Southwest to the gulf ports for export and also in moving the grain to domestic markets in the east and north.

DULUTH

S. J. SCHULTE - - - CORRESPONDENT

GRAIN men on this market are breathing easily once more after the laying to rest for this crop year at least of the McNary-Haugen Bill menace through President Coolidge's veto. It is also assumed that any attempt to put the legislation over at the short December session of Congress would also meet with defeat. It is assumed too that the grain trade is now practically certain to be handled through its regular channels during the next two crop years and operators are figuring accordingly. Market leaders are banking upon the farm agitation for special legislation wearing itself out in due course with the possibly enacting of some measure that will admit of the grain exchanges operating in a regular way.

E. W. Lenhart, M. G. Wisted, R. F. Uhlman and G. M. Rockwell were elected members of the Duluth Board of Trade during the last month. Elden J. Morris for some back on the trading floor for C. C. Wyman & Co., has accepted the position with Turle & Co., made vacant through the recent death of Gil Peterson. The vacancy with the latter house has been filled through the appointment of M. G. Wisted.

Ward Ames and Adam G. Thomson were the last members of the Duluth Board of Trade to return from their winter vacation. They both spent the winter at Miami, Fla.

Deep interest has been aroused in trade quarters here over the development of acute space congestion at the Canadian Head of the Lakes, several houses here having connections up there. That holdings of wheat in elevators on cars and on tracks at Fort William and Port Arthur at this late period in the crop year should have run up to 80,000,000 bushels is being taken as an example of the danger of interfering with the run of marketing during the early fall marketing period. In that connection it has been mentioned that the Canadian Wheat Pool is now the holder of millions of bushels of No. 3 and lower grades of Spring wheat, for which they cannot find takers in view of the heavy offerings of grain from Argentina and elsewhere. The situation is now being complicated through the reported heavy deterioration of wheat being held in cars. The crowd at this end is now wondering what sort of final distribution the Canadian Wheat Pool will make to its members at the close of the season.

Holders of wheat in elevators at Duluth and Superior would like to see it moving out faster than it has been during the last month as they otherwise have visions of good quantities being carried over into the new crop year. Of the aggregate of the 14,518,000 bushels stocks in the houses as on June 8, 14,519,000 bushels were wheat, making holdings of it stand at around 11,000,000 bushels more than at the same period last year. Of the wheat stocks 7,602,000 bushels were Spring wheat; and 5,317,000 bushels were Durum wheat. Stocks were unevenly distributed between the elevators some of them having succeeded in shipping out the great bulk of their grains while otherwise are carrying fair-sized lots. Holdings were about as follows on June 8: Globe, 3,500,000 bushels; Cargill, 2,500,000 bushels; Consolidated, 3,300,000 bushels; Great Northern elevators, 2,000,000 bushels; Capital, 750,000 bushels; Occident, 1,500,000 bushels and Itasca 500,000 bushels. Some of the houses including the Occident, have still good quantities of wheat ear-marked for delivery to their Buffalo milling connections. The Washburn-Crosby Company through the Barnum Grain Company and the Pillsbury Flour Mills Company through Douglas Moore, were active buyers during the season and they still have large quantities of wheat to load out. Managements of the milling companies are looking forward to good average bookings of flour contracts during the coming fall and they are hopeful of being in position to interest growers by paying liberal premiums for

high-grade protein wheat and Durum. With premiums for No. 1 Dark-Northern wheat on this market as on June 9, based at all the way up to 40 cents over the Minneapolis July price, dealers here feel that growers have every reason to feel satisfied. With the urgent milling demand for No. 1 Amber Durum and Mixed Durum now satisfied, top premiums for them are off five cents from a month ago at 20 cents over the July price.

Receivers at Duluth are looking forward to taking care of even larger marketings of Durum from this season's crop as compared with last season's. Reports from over the northern portions of Minnesota and North Dakota, especially along the Great Northern Railway, have been to the effect that the outlook for a bumper crop of Durum is bright and returns to growers are consequently expected to be better than upon Spring wheat even though premiums paid upon it are at present 20 cents under. Some of the firms on this market, with the Barnes-Ames Company leading are credited with having put through substantial Durum export sales during the last three weeks and the foreign demand for it has shown improvement lately.

The moderate recession of from two to three cents in rye prices on this market during the last month is considered to have been brought about largely by specialists having been unable to take care of the demand that has come about at times. Stocks in the elevators have now been brought down to around 550,000 bushels of which only a small proportion is available for sale. Receipts of rye have been light for some time back as the country is reported to be practically bare of holdings. With the rye crop over the Northwest expected to show a heavy falling off from last season's figures owing to drought the trade is predicting another year of average high prices for the grain. F. E. Lindahl, manager of the Cargill Elevator Company, is still conceded to be the king pin in the rye trade during the past fall and spring season.

Considerable export Spring wheat that had accumulated from points along the Great Northern Railroad's Canadian trackage has been loaded out of that system's elevator at Superior during the last month and holdings of that grain are now practically cleaned up on this market. With the 3,000,000 bushels addition to the Great Northern storage bins scheduled to be completed in time to handle next fall grain run the capacity of Elevator "S" will have been brought up to 9,000,000 bushels. No further nearby extensions in elevators at the head of the lakes are now looked for as their present capacity, is considered to be enough to handle all the grain likely to be routed this way, for some time especially in view of the heavy expansion in wheat crop acreage over the three western provinces.

A falling off in demand for hay over the Northwest on account of the heavy decrease in the number of horses maintained in the towns and cities was reported by R. M. White of the White Grain Company. The market in hay has stiffened up \$2 a ton for the best grades during the last three weeks in line with dry weather conditions having cut down prospective new crop yields. Expansion in dairying operations over the Northwest has however contributed to a broader demand for feeds and their sales are estimated to be running on the largest scale in the history of the trade here.

Frank Pierce, spot market handled for the Bartlett Frazier Co., is pluming himself upon having taking care of unusually heavy receipts of wheat and other grains since the opening of navigation and also upon having as a rule obtained the best premiums going from millers for protein Spring wheat and Durum. Frank was given a hearty reception by the boys on the trading floor on the occasion of his birthday recently.

Lake wheat and rye freight rates on this market are still being held at 3 cents a bushel for Buffalo and 2 cents for Georgian Bay ports delivery. A large proportion of the wheat and rye sold for export have gone out via Montreal and other Canadian ports so far this season. Vessels here have experienced such slow demand for space that they are being forced to do some tall hustling to make sufficient charters to maintain their boats in commission.

Specialists in the flaxseed trade on this market now place the season's production at around 15,000,000 bushels, a substantial reduction from the last crop tally. That drop is attributed to dry weather conditions having prevented the seeding of large areas of flax acreage over North Dakota and Montana. Advantage was however taken of the eleventh-hour opportunity to seed following good rains over the west around June 7 and 8. The failure of flax production to show expansion this season is greatly regretted by both growers and dealers who had en-

visioned opportunities to gradually increased domestic production of flaxseed up to a scale sufficient to take care of this country's annual 35,000,000-bushel requirement. Past experiences are figured to have proven the Northwest flax crop to have been a good revenue producer for farmers provided proper attention is given to preparation of the soil and seed selection. Holdings of flaxseed in Duluth elevators are now light at 246,000 bushels against 942,000 bushels at the same period last year.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

THE members of the New York Produce Exchange were greatly interested by the following "high spots" in the address of President William Beatty at the annual meeting late in May: "The most important subject now receiving the attention of your Board of Managers is that of trading in securities. Great encouragement as to the possibilities of this movement have been received in the form of voiced approval and through the even more material medium of investment in exchange memberships by those who would welcome an opportunity to have the securities in which they are interested dealt in under proper exchange regulations. The special committee appointed by your board has been examining into the various aspects of trading in securities on our exchange and is convinced that there is a large number of attractive securities not now traded in on any other exchange in New York City, but for which the public and exchange brokers would welcome a place in a public exchange market so that sales and bids and offers may be officially recorded and distributed through the public press and by means of the tickers. The exchange has engaged Harrison S. Martin, formerly first assistant secretary of the New York Stock Exchange and a recognized expert with a wide knowledge of stock exchange operations, to formulate a plan for trading in securities on this exchange and to further act in an advisory capacity with respect to this department. Mr. Martin is proceeding with the preparation of a plan of operations."

In addition Mr. Beatty stated that the net surplus from the general exchange and building administration for the year showed a substantial increase over the previous year. He also said that the Special Realty Committee had engaged competent architects and engineers to make an investigation and report on the value and possibilities for the development of the real property of the exchange and after careful consideration of two specific plans presented had decided that it would be to the best interests of the exchange to await the development of the contemplated securities trading before taking definite action. In closing he said that the sharp increase in the market price of memberships from \$1,500 in December, 1927, to \$23,000 in March, 1928, for a regular membership had brought about the sale of a considerable number of tickets and the cancellation of gratuity obligations which will have the effect of further lessening the levying of gratuity assessments.

Kurt J. Bartsch of the Bunge-North American Grain Corporation, is an applicant for membership in the New York Produce Exchange.

According to a notice posted on the bulletin boards of the New York Produce Exchange, a new corporation, H. D. McCord, Inc., has taken over the business formerly conducted by H. D. McCord & Son, Inc., one of the oldest grain houses on the New York Produce Exchange.

Myron R. Borg, Jr., of Hamerschlag, Borg & Co., stock brokerage, is an applicant for membership in the New York Produce Exchange.

E. Ericksen, well-known in the grain trade for a number of years, having severed his connection with the Grain Growers Export Company, Inc., has become associated with the Bunge-North American Grain Corporation, which he will represent on the Produce Exchange floor.

Charles Varga of the North American Grain Company, who recently resigned his associate membership in the New York Produce Exchange, has been elected to regular membership.

Murray Simons of Simons, Marsh & Co., dealers in unlisted securities, has applied for admission to membership in the New York Produce Exchange.

Charles H. Robinson, head of the well-known grain exporting firm of Robinson & Sweet on the New York Produce Exchange, was a passenger on the S. S. *Berengaria*, which sailed on June 5. He

was planning to spend several months with Mrs. Robinson in Europe, chiefly on the Continent.

Frederick L. Oettinger, who has been active and popular on the New York Produce Exchange floor for over 18 years, has severed his connection with the old grain firm of Knight & Co., and in the future will represent the well-known international brokerage house of Harriss, Irby & Vose, for whom he will solicit orders in grain, stocks, cotton, etc.

John A. Sim, for many years an active figure in the grain trade on the New York Produce Exchange and prominently identified with the Hecker-Jones-Jewell Milling Company, was elected to the presidency of that concern at the last meeting of the Board of Directors, succeeding A. P. Walker, who became chairman of the Board.

The old firm of Riemschneider & Co., Inc., recently announced the establishment of their firm in the grain export business, in which they will be represented on the Produce Exchange floor by G. Riemschneider.

Samuel S. Brown of Samuel Ungerleider & Co., securities brokers, was elected to membership in the New York Produce Exchange late in May.

At the annual election of officers of the New York Produce Exchange early in June the members paid a very high compliment and a very great tribute to the officials who have been in office during the past year by casting a record-breaking total of 384 votes although there was no opposition to the re-election of all the present incumbents for another year in their respective offices. This was naturally accepted as a striking evidence of keen appreciation of the fine work which the officers had done in advancing the interests of the exchange, with particular reference to the new securities market plan. As a matter of fact, many members who do not take the trouble to vote when there is no opposition stated that their ballots constituted a tribute to the officers. The re-elected officers were: President, William Beatty of the Barnes-Ames Company, grain exporters; vice-president, Axel Hansen of the Hansen Produce Company; treasurer, Walter B. Pollock of the New York Central Railway Company. The following were elected to the Board of Managers to serve two years: Roger N. Black of Bowring & Co., steamship agents; Herbert L. Bodman of Milmine, Bodman & Co., grain merchants; Arthur Dyer, provisions; F. E. Jackson of Bruning, Jackson & Co.; Louis Rosenstein of Aspegren & Co.; and T. R. Van Boskerck of G. W. Van Boskerck & Son, flour and grain. Edward R. Carhart was elected trustee of the gratuity fund to serve three years.

Following the engagement of Harrison S. Martin formerly first assistant secretary of the New York Stock Exchange, by the New York Produce Exchange to formulate plans for trading in "unlisted securities", it was announced that a great deal of progress was being made and it was expected that the personnel of the Listing Committee would be announced about the middle of June. In some well-informed quarters it is believed that trading in the new market will begin within two months.

Alexander Diamond of Sailing W. Baruch & Co., securities brokers, has applied for admission to membership in the New York Produce Exchange.

Definite indications that satisfactory progress was being made in the matter of inaugurating a market for "unlisted securities" on the floor of the New York Produce Exchange served to greatly stimulate demand for tickets of membership during the past month, resulting in a somewhat sharp advance in prices. Regular memberships, which had fallen from the "record" high level of \$23,000 to \$11,000 and then rallied to \$15,000, began a fresh climb about the middle of May, successive sales being reported at \$15,200, \$15,700, \$17,300, \$18,000 and \$18,750, all within one day's trading. After a temporary lull in activity, buying was resumed at the end of the month, forcing the price to \$19,500, and even to \$21,000 according to one unconfirmed report. In the meantime, associate tickets, which had broken from the "record" high of \$18,000 to \$8,000, and then rallied to \$10,000, advanced within a few days to \$11,000, \$11,750, \$12,500 and finally to \$13,000.

Many members of the New York Produce Exchange, and especially the "old-timers" who were engaged in the barley and malt trades in the "pre-prohibition" era, were deeply pained at the end of May to learn of the death of Van Wyck Smith at his country home in New Hamburg, N. Y. For many years Mr. Smith was actively engaged as a weigher and measurer, but practically withdrew from business a number of years ago after having sustained somewhat serious injuries in an automobile accident. However, he appeared to have made an almost complete recovery and paid occa-

sional visits to his old friends on 'Change up to within a comparatively short time of his death. He was always highly respected for his upright business principles and also enjoyed great personal popularity because of his kindly, genial nature.

Reginald R. Lurie, representing the Superintendence Company, Inc., was among the applicants admitted to membership in the New York Produce Exchange at the late May meeting of the Board of Managers.

Sanday & Co., Inc., prominent grain merchants on the New York Produce Exchange, announced early in June that F. H. Hodgkinson had resigned as president and severed his connection with the corporation. R. Crowley, one of the vice-presidents, was elected to succeed him to the presidency.

Joseph M. Menardi, associated with William T. Burke, flour broker, is an applicant for membership in the New York Produce Exchange.

David B. Bandler, investment broker, is among the applicants for membership in the New York Produce Exchange.

TOLEDO

S. M. BENDER

CORRESPONDENT

RECEIPTS of wheat in this market have been light during the past month but the break in cash prices in western markets caused premiums to decline sharply. Bids recently have been 30 cents over the Chicago July. The top price was 55 cents over May. The nearness of the new crop holds the price for soft wheat in check. If present estimates are borne out there is no telling how high premiums may go this season. Michigan appears to hold the promise for a fair crop as compared with last year but Ohio and Indiana will be fortunate to have one-third of the wheat crop harvested last year. Millers have already made tentative arrangements to bring in wheat from Pacific Coast states if necessary. The early run in this section will furnish keen competition as millers and dealers will vie with each other in getting a stock. Just now spot cars are meeting a brisk demand and bringing excellent prices. Country offerings have been very light and elevators report very little old wheat remaining. Weather has been good for the remaining acreage of wheat and should improve the wheat that is left.

John Wickenhiser, of the firm bearing his name, died Tuesday, June 5, in his home in this city. He was 72 years old and had been active up until within two days of his death. For several years he had suffered from heart trouble but had been careful not to overdo. Mr. Wickenhiser came to Toledo in 1891 and was first engaged in the shoe business. In 1903 he formed the present company and has been engaged in the grain business since. He had served in various official capacities for the Toledo Produce Exchange and one term as president. He was a member of the Chicago Board of Trade and director of one of Toledo's largest banks. His sound business judgment and integrity had gained for him a reputation that few attain. Old friends have dealt with the firm for years and always looked to John for advice and counsel in their grain dealings. Mr. Wickenhiser was vice-president of the Ohio Grain Dealers National Mutual Fire Insurance Association. He was a 32nd degree Mason and a member of the Toledo Club. Resolutions were passed by Toledo Produce Exchange mourning the passing of another one of the old-timers. He is survived by his wife and one son, John Frederick, who has been associated with him in the business for several years. The business will be continued under the firm name. Charles Patterson and William Myers will continue with the son to carry on the good name built up by the senior member of the firm.

J. E. Augspurger, formerly manager of the Edgerton Grain & Coal Company, Edgerton, Ind., has resigned to accept a position as manager of the Woodburn Equity Exchange, Woodburn, Ind.

Corn prices have been liberal as compared with the futures and this should stimulate the movement but has failed to do so as yet. The country movement has been far below normal for this time of year. New corn is making good progress due to plenty of moisture and cool weather. Farmers



say they do not want much hot weather until some of the moisture is taken up as the ground would easily bake.

* * *

Oats have been eagerly sought by local buyers and the movement has been barely enough to satisfy the demand. Heavy weights still commanding a good premium. New oats are coming along fine and it appears there will be a very large acreage. Recent weather has been excellent for them and rapid growth been made. The early movement will probably be large and may be earlier than usual with the good start they have had.

* * *

Safelowers wrecked the safe of the Napoleon Grain & Stock Company, Napoleon, Ohio, the night of June 4, and escaped with \$138. Skeleton keys were used to gain entrance to the building and left in the doors. They also opened the safe of an ice company nearby and robbed it of \$25.

* * *

Kenton D. Keilholtz, of Southworth & Co., chalks up 26 years with that firm on June 16, having started in as office boy on that date in 1902. He celebrates his forty-third birthday on June 24, and on June 6 moved into a beautiful new home.

* * *

Phil Sayles, of the Smith-Sayles Grain Company, has opened an office on the seventh floor of the Second National Bank Building. He was formerly located in Columbus, Ohio, and is president of the Ohio Grain Dealers Association, serving his second term in that office. The Toledo Produce Exchange welcomed him into their membership and know that he will prove an excellent asset to this market. In addition to the business of the Smith-Sayles Grain Company, Phil will manage the interests of the Sheffield Elevator Company, Minneapolis, in this market. Harry Sitzenstock, formerly of Rosenbaum Bros., will be associated with him.

* * *

Grain inspections in this market for the past month were 142 cars of wheat, 101 cars of corn, 97 cars of oats, 1 car of rye and 2 cars of barley. Total number of cars inspected, 343.

* * *

C. S. Coup, vice-president and general manager of the Northwestern Elevator & Mill Company, spent several days during the past month at French Lick Springs, French Lick, Ind.

* * *

John Luscombe, of Southworth & Co., and Fred Jaeger of J. F. Zahm & Co., will attend the meeting of the Farm Seed Association of North America to be held in Chicago the latter part of June.

* * *

O. W. Cole, manager of the Jenera Farmers Co-operative Company, Jenera, Ohio, for many years, has resigned to accept a position as manager of the Farmers Co-operative Company, Xenia, Ohio. He will be succeeded at Jenera by Charles George who has been assistant manager at McComb, Ohio.

* * *

Milton H. van der Berg, seedsman of Cumberland, Md., who came here early this year to open a branch plant, died in St. Vincents Hospital of this city, May 24. He had been a member of the Toledo Produce Exchange since 1917 and his regard for the market had led him to open up here where transportation facilities offered a great advantage. Through his railroad connections he had been able to secure transit privileges which broadened the seed market here and will prove of great value to seedsmen in this locality. The work entailed in placing his machinery, and change in climate brought on double pneumonia which later turned into septic poisoning and after a five weeks battle he passed away. His keen analytical mind and knowledge of the seed business made him well known throughout the seed trade. Familiarly known as "Van" to the Toledo trade he had endeared himself in the hearts of those who were to be his competitors. Every inch a gentleman and coming from a fine southern family he had that old fashioned sense of right which won him friends instantly. His father, before his death was a vice-president of the L. & N. Railway.

* * *

Development of a great new terminal here for coal, iron ore and grain is expected to go forward this summer as a result of the approval of the merger of the Pere Marquette and Chesapeake and Ohio systems by the Interstate Commerce Commission. It will be located on Presque Isle, at the mouth of the Maumee River, and will cost about \$12,000,000. The Van Sweringen Brothers of Cleveland purchased the site several years ago from the Cleveland Cliffs Iron Company, of Cleveland. The linking of these two railroads makes possible the unified operation of more than 5,000 miles of important lines connecting the Hampton Roads ports of Virginia with the Great Lakes territory with Toledo as the most important junction point and site for the Great Lakes terminal. Preliminary plans call for a large terminal elevator. Double tracking of the Hocking Valley from Columbus to Toledo, a 60-mile connecting line from the C. & O. to

the Hocking Valley recently finished and the fact that the Hocking Valley docks at Toledo have been overcrowded for two years, point the way to this project for which the engineer's survey has been made.

* * *

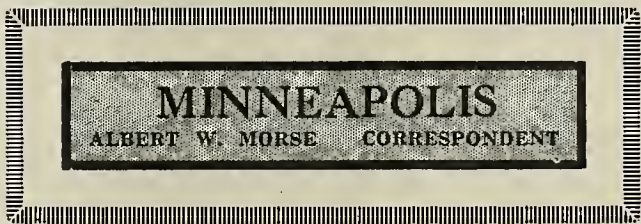
Fred Camper, of the Indianapolis branch of S. W. Flower & Co., Toledo seed firm, was in Toledo, June 5 and 6 and visited with friends on the exchange floor.

* * *

Fred Mayer, of J. F. Zahm & Co., president of the Toledo Produce Exchange, and Fred Haigh, the grain men's printer spent several days at French Lick Springs, French Lick, Ind., during the past month.

* * *

Raymond P. Lipe, of the C. A. King & Co., commutes between Toledo and Hollywood, Florida, where he and his wife have been spending the winter months. He has made several trips back and forth and will bring his wife home some time this month. They have traveled the wide world over and can relate some very interesting experiences. Mr. Lipe has a keen sense of humor which enables him to see the sunny side of life wherever he goes.



THE Board of Grain Appeals at Minneapolis and the Board of Grain Appeals at Duluth will meet jointly on June 16 at the office of the Minneapolis Board of Grain Appeals to establish Minnesota grades on all grain, flax, Alfalfa seed, Sweet Clover seed, Red Clover seed, Alsike Clover seed, Timothy seed and Millet seed.

* * *

In a circular issued by the Committee on Public Relations of The Chamber of Commerce of Minneapolis, the latter part of May, information is given showing the value of Minneapolis wheat futures as compared to those elsewhere.

* * *

Present indications are that the new Chamber of Commerce Building will be completed by August 1, the date specified by contract.

* * *

A number of Chamber memberships have been purchased and retired as a result of authorization made by the Board of Directors on May 22. Notice was given that not to exceed five memberships would be retired in this way at a price not to exceed \$4,000.

* * *

The primary election in Minneapolis on June 18 should receive additional attention from voters as a result of encouragement given those in the employ of members of the Chamber to register and cast their ballots. A committee with H. J. Moreton as chairman circularized the Chamber membership.



THE May report on grain receipts at the Milwaukee Chamber of Commerce was packed full of surprises, some of them welcome and some unwelcome. Grain traders knew that corn receipts were running heavy but they scarcely expected to get as favorable a report as took place. For the total corn receipts for the past month proved to be 1,164,000 bushels, as compared with a supply of only 170,000 bushels for the corresponding month a year ago. However, the news in the monthly statement of grain receipts was not all good. The jolt in the monthly showing came in oats trade where the supply proved to be only 699,000 bushels as compared with receipts of 1,637,000 bushels for the corresponding month of last year. The run of barley is keeping up pretty well, while wheat offerings are still ruling light. Rye trade was also very disappointing.

* * *

Grain traders at Milwaukee always look forward to the annual trip of Secretary Harry A. Plumb to the Southwest as he brings back original reports on crop conditions which are studied with great interest. Mr. Plumb found farm conditions bad in western Illinois and eastern Missouri. Mr. Plumb says there are plenty of complaints in the section of western Illinois and the adjoining parts of Mis-

souri. Farther west Mr. Plumb found that crops look very good. In Kansas apparently, conditions are almost ideal for a fine wheat crop in many sections of the state. Mr. Plumb reported that the roads he struck in traveling from Wisconsin to Kansas are good except in Kansas. He traveled on concrete the entire distance from Milwaukee to Kansas City. Mr. Plumb makes a visit every year by automobile to his aged father in Pleasanton, Kan. His two weeks' vacation was spent in such a trip this year as in years gone by.

* * *

The grain supplies in storage at Milwaukee have been cut way down as a result of taking much of the accumulated supply of the winter out by boat to the East. Recent reports indicate that there are still more than 1,000,000 bushels of corn left here as a result of the heavy receipts in this line. In other grains, however, the storage stocks are almost negligible. Elevator bins are almost scraped bare and that is making for a good demand for all the grains that come in. Local traders report a vigorous demand for grain in practically all lines.

* * *

Despite the decisive advance in the rate for money at the local banks, the rate of interest on advances has been fixed by the Finance Committee of the Chamber of Commerce at 6 per cent, which is the same as the old rate.

* * *

Protests against the signing of the McNary-Haugen Bill by the President of the United States were couched in no uncertain terms by many leading members of the Milwaukee Chamber of Commerce and by officials of the exchange as well. So great was the crisis in the minds of the officers of the Chamber that President A. L. Johnstone was empowered to telegraph to President Coolidge and register officially the views of the grain board. Mr. Johnstone worded his message to the president at Washington as follows: "The same fundamental objections exist against the McNary-Haugen Bill as were so ably and clearly expressed in the veto message of a year ago. It is to be earnestly hoped that it will never become a law."

The Association of Commerce of Milwaukee, composed of more than 3,000 of the leading business men here, also sent through their officials a vigorous protest against the signing of the law by the president.

Many of the banks in Milwaukee also took part in registering their objections to the bill. The most striking of all the utterances against the bill was that of leading officials of the farm organizations of Wisconsin. They declared that the entire scheme was unjust to the dairy interests of the state, inasmuch as it provided that some classes of farmers should benefit by the equalization plan, while the dairy interests would be left out in the cold as far as protection was concerned and on the other hand, dairy farmers would be penalized by having to pay higher prices for feed.

Among the farmers of Wisconsin, even the rank and file, there is very little sentiment for the McNary-Haugen plan. It is generally considered unsound and unworkable and worst of all it is believed that it discriminates against the extensive dairy interests of the state. So that industry in this state, the farmers and the grain dealers, and the entire populace, were almost a unit in opposition.

* * *

One of the most interesting events at the Milwaukee Chamber in the last 30 days is that of the notice of suspension of trade sent out by the Hadden Grain Company, one of the largest operators on the Chamber of Commerce board. E. G. Hadden is president of the company and has been here for so many years trading in grain that members of the exchange have almost lost account of how long he has been engaged in the business. Difficulties in the way of collections were stated as the principal cause of the suspension which was announced as only temporary. The official notice was worded briefly, as follows: "Owing to our inability to realize quickly on our outstanding accounts, we are obliged to close down all trades for the time being. We will issue a statement in a few days."

Declaring that this statement fully explained the entire situation, Mr. Hadden declared that he expected to resume activities in a few days. In the heavy trading during the last month the company was said to have handled a large proportion of the trading done here. Called upon for a quick settlement, it was reported on the exchange floor it could not collect in accounts fast enough to meet its obligations.

* * *

A radical revamping of Milwaukee's harbor building program is in sight as a result of the dissatisfaction of Mayor Daniel Hoan with the slow progress being made in this big undertaking.

The city administration has directed the technical staff of the Harbor Commission to prepare immediately a program of what has been done, how much is left to do, how much money is required and how much traffic will be available. The officials of the

city report that Milwaukee has already spent several millions of dollars and not much progress has been made.

* * *

The Central Retail Feed Association held its meetings this year in Milwaukee on June 12 and 13. An elaborate program had been prepared to interest feed dealers who attended from the entire Northwest and upper Mississippi Valley.

* * *

Wisconsin has brighter crop prospects in the last few days than at any time this season, a series of rains jazzing up the field growth more than for many weeks. Most of the spring, the weather has been too cool and too dry. However, with rain now and warmer weather, all field crops will be brought right up to date, as frost and cold weather have done relatively small damage as yet.

* * *

The high prices for grain have largely vanished into thin air according to Milwaukee sales of grain. The only striking gain in grain prices now is that of oats.

OMAHA

B. O. HOLMQUIST CORRESPONDENT

WITHDRAWAL of the Bewsher Company from the commission business in this market, marks the passing of one of the oldest companies of its kind in Omaha. A. H. Bewsher, head of the company, was secretary of the Nebraska Grain Dealers Association in the early days of the grain business in this state, and was one of the charter members of the Omaha Grain Exchange, conducting a strictly consignment business for over 20 years. Mr. Bewsher, since closing his own business, has become affiliated with the Updike Grain Corporation.

* * *

H. K. Schaefer, president of the Maney Milling Company, is recuperating from the effects of having his tonsils removed.

* * *

Representing the Omaha Grain Exchange at the Interstate Commerce Commission freight rate hearing in Seattle were J. A. Kuhn, traffic manager; E. P. Smith, attorney for the exchange; C. D. Sturtevant of the Trans-Mississippi Grain Company, representing grain shippers; and Chauncey Abbott of the Omaha Flour Mills Company, representing mill interests of Omaha.

* * *

Announcement has been made by the Nebraska Consolidated Mills Company of an addition of 250,000 bushels to the grain storage capacity of their Omaha mill. Construction is to be of re-inforced concrete and work will begin at once, as the contract has already been let.

* * *

Construction has already begun on the 500,000 bushel addition to the C. B. & Q. Elevator in Council Bluffs, operated by the Farmers Terminal Elevator Company.

* * *

Of interest to many in the trade is the formation of a new commission company in Omaha—the Bell-Trimble Grain Company, with F. C. Bell as president and secretary; James Trimble, vice-president and treasurer. Both members of the firm have a very wide acquaintance in this trade territory, Mr. Bell having been with the Updike interests for nearly 20 years, and Mr. Trimble, manager of the consignment department of the Nebraska-Iowa Grain Company for 14 years.

* * *

A meeting of farmers' elevator managers will be held in Omaha at the Rome Hotel on June 19 and 20. This meeting was called by J. W. Shorthill, secretary of the Nebraska Farmers Elevator Association, in preparation for the handling of the new crop of small grain.

* * *

Joe Weaver, sales manager for the Nebraska Consolidated Mills Company, is motoring in the eastern states. Mr. Weaver will be gone about 30 days, both vacationing and calling on the trade.

* * *

C. O. Lyle, local manager for the Vanderslice-Lynds Grain Company, has returned from a month's trip through the wheat-growing territory of Nebraska and eastern Colorado.

* * *

W. T. Burns, head of the Burns Grain Company, has returned from a 10 days' fishing trip in Canada.

* * *

C. S. Rainbolt, well-known to the grain trade in Nebraska, and at one time head of the Rainbolt Corn Company, later with the Crowell Elevator Company of this city, has again filed application

for membership in the Omaha Grain Exchange. He will represent the Nebraska-Iowa Grain Company, as broker at York, Neb.

* * *

G. W. Updike, head of the commission department of the Updike Grain Corporation, together with Mrs. Updike and their daughter, is spending a month on the West Coast.

* * *

John W. Redick, head of the company bearing his name, is spending the month of June on his brother's ranch near Pinedale, Wyo.

* * *

E. Stockham, formerly with the Kearney Flour Mills as head of their grain department and one time head of the E. Stockham Grain Company, of this city, has also filed application for membership to represent the Burns Grain Company as solicitor and broker.

* * *

Harold Waller and Bob Scouler, both of the Scouler-Bishop Grain Company, Omaha office, spent the first week in June calling on the trade in northeastern Nebraska. They report crops in that territory in excellent condition—also that the golf courses were never in better shape.

* * *

G. F. Dristy, manager of the corn department of the Updike Grain Corporation, has motored to California for his vacation, and will also spend some time calling on the West Coast trade.

* * *

Trading in futures will begin in this market as soon as Government permission is received from the Department of Agriculture in Washington. It is expected that the pit will be opened on the fifteenth of June.

INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

ONLY 791,000 acres of Winter wheat are left for harvest in Indiana, the smallest acreage since the Civil War, according to the state crop report recently released by the department of agricultural statistics of the Purdue University agricultural experiment station. A loss of 65 per cent of the wheat crop sown in the state during the past season. A total of 1,569,000 acres seeded has been abandoned, the largest loss of acreage in the history of the state with the exception of 1900, when it was slightly exceeded, but in that year there was a much larger acreage sown. The loss has been due to sharp drops in temperature, reaching or going below zero, following precipitation which came as rain instead of snow. Little of the loss has been due to heaving, which in other years has proven destructive. It is estimated that the crop will be not less than 20,000,000 bushels short of 1927. Rye is also reported low, at 61 per cent normal, lower by 15 points than that of 1899 and 1904 which are the next lowest in the past 40 years. It is estimated that about 800,000 bushels will be harvested as compared with 1,600,000 last year.

* * *

The oats crop at this time is better than it has been in years, and from every indication the largest crop will be harvested in years. In the southern part of the state the crop is well advanced, and with favorable weather during harvest the quality should be very good. Corn at present stage is very good, and has been greatly benefited by recent heavy rains all over the state. With favorable weather conditions a good crop is expected. One of the outstanding features at present is the condition of the fields, which are free of weeds and other foreign growths. The stand according to advices is very good, and while the cool weather hasn't benefited the crop to any great extent, there are no indications of any damage.

* * *

Harry J. Berry, president of the National Elevator Company, has sold his interests to John W. Jordon his business associate. Mr. Berry who has been active in the grain trade in Indianapolis for many years, and formerly associated with the American Hominy Company, will retire from active life for an indefinite period. Mr. Jordon will continue to operate the company under the same name.

* * *

U. S. Lesh, receiver for the Elevator Realty Company, a subsidiary of the defunct J. F. Wild & Company State Bank, was ordered to sell the property of the company comprising the grain elevator at Bethel Avenue and Sherman Drive, with switching facilities from the Big Four Railway by Judge William O. Dunlavy of Superior Court. The property was valued at \$40,000 by appraisers appointed by the court recently. Rumors are afloat to the effect that a bid has been received from a Tennessee

organization of \$40,000 for the property, but the attorney would not disclose the name of the bidders. He indicated however, that the bid would be accepted. The elevator was originally built by H. E. Kinney and the Urmston Grain Companies. H. E. Kinney sold his interests shortly after the elevator was completed to the Urmston Grain Company, who afterwards failed. The elevator property was part of the Urmston assets which was held by the Wild Bank.

* * *

The annual meeting of the Indianapolis Board of Trade had Charles P. Taft II of Cincinnati, Ohio, son of ex-President William Howard Taft, as its principal speaker June 7 at the Board of Trade. The meeting was preceded by a complimentary dinner at 6 o'clock in the evening. Mr. Taft's subject was "City Manager Government." E. Clifford Barrett, president of the Board of Trade, also delivered his annual address. Annual reports were made by members of the organization. The election of officers and 11 members of the Governing Committee of the Board of Trade took place June 11. The polls were open from 10 o'clock in the morning until 4 o'clock in the afternoon.

* * *

The local branch of the Bartlett Frazier Company of Chicago, brokers, which heretofore has been located at 116 West Washington Street, has been taken over by Roberts & Hall of Cincinnati, brokers dealing in stocks, bonds, grain and cotton. New offices have been opened on the second floor of the Board of Trade Building, where direct wires to New York and Chicago have been connected. Roberts & Hall are members of the New York Stock Exchange, associate members of the New York curb market, members of the Chicago Board of Trade and the Cincinnati Stock Exchange. The firm was established in 1896. The local office will continue as correspondent for Bartlett Frazier and also will be the local correspondent for Fenner & Beane, New York brokers. The local branch is under the joint managership managership of Kenneth L. Ogle and Bernard W. Kirshbaum.

* * *

A lone bandit held up and robbed the feed store of C. C. Sheaffer, 970 North Belmont Avenue, in a daylight robbery Monday forenoon May 28, and escaped with the contents of the cash register, \$80. The bandit entered the front door and, confronting Harmon Wolf, a clerk who was alone in the store, drew his revolver and ordered him to stand with arms raised. The bandit rifled the cash register and then forcing Wolf before him, went to the rear of the place where Wolf was forced to the upper floor. The bandit then escaped through a rear door.

* * *

The regular ticket of nominees was voted upon in the annual election of the Indianapolis Board of Trade at the annual meeting held on June 11. The men elected are as follows: For president, Mark H. Miller; for vice-president, Otto P. DeLuse; for treasurer, Tom Oddy; and for members of the Governing Committee, E. Clifford Barrett, Harry J. Berry, George H. Evans, L. L. Fellows, John P. Frenzel Jr., William J. Mooney, James E. Pierce, Edward B. Raub, Obie J. Smith, Frank A. Witt and I. E. Woodward. Mr. Oddy has been treasurer of the Board of Trade since 1905. Mr. Miller is now vice-president of the organization and Mr. DeLuse is at present a member of the Governing Committee. Harry J. Berry was also elected to serve a three-year term. Installation of officers will be at a meeting the evening of July 2 at the Board of Trade at which the secretary will be elected.

* * *

Cloyce Clover, 18 year old high school boy of Princeton, Ind., was the high scoring individual and the first ever to make a perfect mark in corn judging among boys and girls who have attended the 4-H Club roundup at Purdue University the last 10 years. Young Clover placed correctly the various classes of both single and 10-ear samples of corn and then scored 100 on his written examination, something never done before by any of the thousands of boys who have taken the corn judging work at Purdue.

GRAIN NEWS FROM BOSTON

By L. C. BREED

F. M. Ludwig, of the C. M. Cox Company, feed and grain, took a two weeks' vacation which he spent at Hot Springs, Va., last month.

* * *

The Eastern States Farmers Exchange of Springfield, Mass., on account of the continued expansion of its business in grain and feed, is to have a new building erected for use as offices and other requirements. The estimated cost of the structure is \$200,000.

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The main building of the Ainston Grain Company, Hebron, Conn., recently was destroyed by fire which originated in a defective chimney. The loss

HAY, STRAW AND FEED

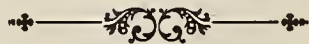
THE Kirk Feed Company, with stores in Greenfield, Bloomington, Helmsburg and Westfield, Ind., in connection with the Indianapolis store at 1323 West Howard Street, has had a rapid growth since the company was organized a year ago. The growth is attributed to the cash-and-carry plan on which all stores in the Kirk chain are operated. The plan eliminates one of the largest items of expense, overhead. There is no delivery truck, no office expense, and a very small warehouse expense. With these expenses eliminated and the large buying power made possible by the chain of stores, close prices prevail.

The location of the Indianapolis store is ideal, being near the local stock yards, which enables truckers who haul stock to the yards, to return with a load of feed, and in many cases haul feed at a small cost for farmers, rather than return home empty.

The building is of concrete, 60 by 80 feet, with switching facilities for several cars at one time. The stock of feeds carried is very complete, with the entire line manufactured by the American Mill-

A Cash and Carry Feed Store

By H. M. RUDEAUX



stock than the old standby method of mother cow raising.

In connection with a complete line of concentrated feeds for all purposes, the company carries binder twine, fertilizer, salt and poultry supplies. The feed business has kept pace with the march of progress, and today there is a feed for every purpose, scientifically prepared and tested at some experimental farm before it is offered to the public. Today farmers are selling their grain and buying the ready prepared feeds which in turn yield better results than the old methods used years ago. There are some feeders who grind oats and barley and mix these with cottonseed meal, which when prop-

Company of Cayuga, N. Y., answers this question in its circular "Profitable Poultry Management." In summer it is best to start feeding a wet mash as soon as egg production drops below 50 per cent. The birds should be given all they will clean up in about 20 minutes, preferably fed at noon or later. Some poultrymen, during the late summer and early fall, also feed a second feeding of wet mash after the evening feeding of grain has been cleaned up.

During the summer, particularly during extremely hot weather, a supply of fresh green feed while not absolutely necessary, is very desirable both as an aid to high production and in maintaining the health of the birds. Fresh cut Alfalfa and Clover are the most valuable green feeds obtainable anywhere.

WHAT DO THEY EAT?

For four years the same mash formula had been used in the New York State Egg Laying Contest. It consisted of:

- 100 pounds wheat bran
- 100 pounds yellow cornmeal
- 100 pounds red dog flour
- 100 pounds hulled ground oats
- 100 pounds diamond gluten meal
- 50 pounds meat scrap (55 per cent protein)
- 50 pounds Alfalfa leaf meal
- 30 pounds steamed bonemeal
- 15 pounds charcoal
- 3 pounds dairy salt
- 3 pounds sulphur

The scratch grain mixture was 200 pounds cracked corn and 100 pounds of wheat.

Beginning with the fifth contest conducted in that state a slight change was made in the mash formula. Corn gluten meal was eliminated and Fos-For-Us grit meal was substituted for bone meal. Results on the Institutes' experimental flocks proved that Fos-For-Us grit meal will give the same or better results than bone meal and that the feeding of oyster shell in addition is unnecessary. The revised formula is:

- 100 pounds wheat bran
- 100 pounds yellow cornmeal
- 100 pounds red dog flour
- 100 pounds hulled ground oats
- 50 pounds meat scrap (55 per cent protein)
- 50 pounds Alfalfa leaf meal
- 25 pounds Fos-For-Us grit meal
- 15 pounds fine charcoal
- 3 pounds salt
- 2 pounds sulphur

The soaked oats and condensed buttermilk were mixed in the proportion of 40 pounds oats and 25 pounds of condensed buttermilk for 1,000 birds; this is at the rate of 2½ pounds of milk per 100 birds per day. The feeding of milk began in December and was continued for the remainder of the contest year. The amount of mill feed was increased when there was a decrease in production. The maximum was four pounds per 100 birds.

A NEW VARIETY OF ALFALFA

A promising new variety of Alfalfa for the Northern States is the result of a small package of seed received 18 years ago by the United States Department of Agriculture through its office of foreign plant introduction. The new variety is known as "Ladak" because the original seed came from the Province of Ladakh in northern India.

The first plantings of the new introduction attracted immediate attention because of the unusually vigorous growth, the apparent resistance to drought and cold, and the abundant seeding habits. After nine years of careful work to increase the quantity of seed, enough was secured by 1919 to sow in test plots for comparison with other experimental stations in the northern Great Plains.

Ladak Alfalfa, according to H. L. Westover, de-



INDIANAPOLIS, IND. WAREHOUSE OF THE KIRK FEED COMPANY

ing Company, under the name of "Amco". George F. Reidenbach, manager of the local store, spoke of the changes in the feed business in the past years since the entry of the commercial feeds in the market. In years gone by, the principal items of any feed store were hay, corn, oats and some bran; but today these are almost unknown with the exception of bran. The agricultural college, county agent, calf club, and many other organizations and schools are responsible for the new and improved method of feeds and mixtures now to be had at every up-to-date feed establishment.

Demonstrations of various feeds and their results at the experimental stations of the state colleges and universities have proven to the modern farmer the value of concentrated feeds. The use of molasses (the blackstrap) for feeding dairy cows, young pigs and fattening cattle, is very common today, and was practically unheard of 20 years ago. Laying mash for hens has done wonders for the farmer and with the use of laying mash, properly fed, there is no need for a scarcity of eggs. Concentrated dairy feeds have made the dairy industry profitable, which is evident by many interesting testimonials by leading dairymen from all parts of the country. Growing and starting mashes for young chicks have performed wonders, to say nothing of the cod liver oil that is almost indispensable today when raising chicks, especially for an early market. Calfmeal has been a great help to the dairymen who raises his heifer calves, and has proven under a severe test to produce better dairy

erly mixed make a very good ration. Experimental colleges will gladly send feeders formulas for mixing their own feeds. However, this is not so profitable when considering the time and equipment required to do it. Feeds mixed by experts are far more preferable, and give better results. State analysis tags protect the farmer or feeder as well as the manufacturer and have proven very beneficial to both, showing exactly just what the feeds are composed of and erasing from the mind of the feeder the old prejudice, that all mixed feeds are nothing other than by-products and off-grade grain.

Feeders of today realize that all mixed feeds are made from good grains, and parts of grains, after a portion has been claimed for human consumption. Successful feeders, dairymen, poultrymen and hog raisers have resorted to the use of feeds prepared by scientific methods and recommended by experimental farms maintained for their benefit. Tests have proven the advanced methods far superior to the methods of yesterday, and elevator operators will do well to carry in stock a good line of ready prepared feeds, which can be merchandised at a neat profit. George F. Reidenbach is manager of the Kirk Feed Company's local establishment, and J. D. Kirkpatrick is at the head of the company.

POULTRY FEEDING IN SUMMER

Feed dealers are frequently confronted with the question during the summer months, of "what shall I feed my poultry during hot weather," and "is supplementary feeding advisable?" The Beacon Milling

partment agronomist, has consistently shown somewhat less winter killing than the hardy commercial Alfalfas such as Grimm and the Northern Common, and in the majority of cases has yielded a somewhat greater tonnage of hay and generally has produced better seed crops. It makes a remarkably heavy first crop, he says, outyielding other varieties by a considerable margin which at times has amounted to as much as a ton per acre under favorable conditions.

The hay is considered of better quality, having finer stems and being more leafy, than the northern varieties with which it was compared. And it has not been as seriously affected by bacterial wilt as the commercial Alfalfas. It is especially valuable in those regions where a short growing season and lack of moisture make only one cutting possible.

The supply of seed commercially available at present is very limited, but it is probable, says Mr. Westover, that there will soon be a considerable increase from the sowings made in the spring of 1927.

DISPLAYS FOR ELEVATORS AND FEED STORES

By JAS. H. THOMSON

It has been well and truly said "that an article well displayed is already half sold."

I've noticed this to be true so many times. A merchant has an article in a back room or a feed store man has a pile of, we'll say a certain grade of tankage, in the basement. Perhaps he'll talk this tankage up to a number of his customers with little success but let him move a bag or two upstairs on the selling floor, perhaps roll down the top and stick a card in the opened sack bearing the price and if that tankage is priced anywhere near right it's going to move.

Personally, I like the plan of utilizing a basement or warehouse for storing; piling each brand and manner of feed in neat separate piles readily accessible and only keeping on the selling floor very small piles of each, the size to be governed by the demand for that particular item. In front of each pile an opened bag should be displayed with the top neatly rolled down. Stickers made of cedar or light boards can be easily fashioned and shaped so as to bear a card pasted on to set forth the price, etc., of the contents of the bag. This opened bag is also handy for filling small orders. In this way space on the selling floor is saved where it is of most value while everything is shown.

Shelves should be built in convenient places in order to hold package goods, small sacks of flour and certain meals. A good arrangement for displaying this small stuff consists of a platform built similar to four steps. This occupies little usable space and effectively displays certain items which might be otherwise overlooked.

Bins are ideal containers for the different feeds which go out in small lots. These should be built to hold approximately 200 pounds feed each and to range along one wall or end. The top should carry a board about eight inches wide to hold cards setting forth the contents and the price. This pricing business is mighty important for it's human nature for a customer to hate to ask the price of anything whether it be of a car or a sack of flour.

The office can often be used to display goods effectively if you're not above that sort of thing. Bills are made out in the office in the majority of elevators and stores and it would seem that here every customer would be sure to see an article shown. I like a shelf along one end if space will permit, and after all it won't take up a great deal of room. Bags of flour bearing the different prices and some of the higher priced feeds can be placed on the shelf and each with a price tag fastened thereto. Common nails are mighty handy for fastening these, the head to be large enough not to allow the tag to slip away.

For on the counter itself, I would say a shallow wooden box about 18 inches square and two deep. Have your tinsmith make 16 tin boxes, all to just fill this space and without forcing. These should be about three inches deep and with a small piece

of tin fastened to the inside of the back to form a slit to take a card. These boxes filled with your different feeds back up your selling talk mighty effectively while an uncertain customer can often be helped to a decision by being shown the different tins.

A few common glass jars show mixed feeds well when sitting on the counter. These can be easily picked up by a waiting customer, the entire contents seen and the price and list of ingredients read from a sticker pasted on the front.

Perhaps while we're talking about displays we should mention posters and cards around the place. If you get a cheap lettering pen or two from your stationery traveler when he's around you'll be surprised what presentable cards you or one of your clerks will be able to turn out after a little practise. Maybe they'll lack the finished touch of the professional, but if you make them plain and without flourishes they'll tell your story and after all that's what really matters.

Practically every manufacturer of the different feeds and lines you handle sends display posters. Set one of each of these up but see that they are changed regularly and this will apply to all price tickets and displays. Keep them fresh and up-to-date.

Try displaying some of those odd bags of feed you've had tucked down in the basement so long and see if they don't move.

SCREENINGS HELP BRING THE PRIZE

Record breaking results were obtained in the 1927-8 lamb feeding experiment conducted on the Aberdeen (Idaho) substation farm with a ration of Alfalfa hay, barley and Alfalfa seed screenings. The experiment was started early in December with 500 Rambouillet lambs, divided into four lots. One lot was fed the standard Idaho ration of Alfalfa hay and barley. The others were given supplementary feeds of cull beans, beet pulp and screenings respectively. The experiment was concluded on March 2 and the lambs shipped to Chicago. Here they brought a price of 16 cents a pound. Lot 4, the one fed Alfalfa hay and screenings, brought \$16.25 per 100 pounds; lot 1, \$15.75 per 100 pounds; lot 2, receiving Alfalfa hay, barley and cull beans, \$16; and lot 3, getting beet pulp as supplementary feed, at \$15.50.

EXHIBITS AT HAY MEET

One of the interesting things to be offered to hay men at the forthcoming convention of the National Hay Association to be held at Fort Wayne, Ind., August 20-22 is an exhibit of U. S. Federal grades of hay. President Dinius has extended an invitation to the Hay, Seed and Feed Division of the Department of Agriculture to have its exhibit there and to explain the work which they have carried on for several years in the grading of hay. M. A. Wheeler, in charge of the department, has indicated that the invitation will be accepted.

Inasmuch as few hay men have seen the exhibit of hay prepared by the Government, this will attract considerable attention.

GRAIN SORGHUMS VERSUS CORN

The Texas Agricultural Experiment Station, at College Station, Texas, has during the past several years conducted a number of lamb feeding experiments designed to determine the feeding value of the leading grain sorghums—milo, kafir, and feterita—as compared with corn. The results of the tests for 1922-23 and 1924-25 are reported in its bulletin "Grain Sorghums vs. Corn for Fattening Lambs" published in April of this year.

It was found that ground threshed milo, feterita, or kafir fed with Alfalfa hay and cottonseed meal on a pound for pound basis has a feeding value practically equal to that of corn. Lambs receiving the ground heads made more economical gains than lambs receiving the threshed grains, but did not finish as highly.

The results of one season's test in the feeding of a ration of cottonseed meal and cottonseed hulls with no grain revealed that 80-pound lambs can be fed more than one-half pound of cottonseed meal

daily for a 70-day period without any noticeable ill effects. However, the lambs receiving this ration did not finish satisfactorily. Whole cottonseed and cottonseed hulls fed as an exclusive ration to a lot of light lambs during the 1924-25 test proved very unpalatable.

A MICHIGAN CO-OP FEED MILL

By C. HYDE

When co-operative merchandising is undertaken, the word "co-operative" means exactly what it does in any other connection, and failure to adjust to this fact has caused many a collapse of what would otherwise have been a successful venture into a good field. Primarily, there must be efficient management and the men in control must know the requisites of the business; but unless the members of the organization actually "co-operate", there is little hope. In Michigan there have been a number of profitable ventures into the co-operative field, both among elevators and feed mills. The test of time does for this type of merchandising just what it does for the privately owned independent house—weeds out the incompetents and eliminates the ones which fail to comply with economic requirements. However, the prosperity of a number of such enterprises in Michigan indicates that in a great many localities the plan is being worked out by men who understand it.

The Bronson Co-operative Association, Bronson, Mich., owns a feed mill of this type, with which is operated an elevator. Bronson is a small town situated on the right of way of the New York Central Railroad, and this mill constitutes one of the main industries of the town. It has been in continuous operation since the date of its establish-



FEED PLANT OF THE BRONSON (MICH.) CO-OPERATIVE ASSOCIATION

ment and has been a decided asset to the community.

The Bronson Co-operative Feed Mill is an up-to-date industry that has been in operation for about 13 years. It is safe to say that it is one of the largest co-operative enterprises in southern Michigan. Owned by one of the leading business men of the county, W. M. Monroe, it is leased by the association which operates it.

It is a three-story brick building, with inside wooden finish. It was built by Mr. Monroe and his son, and has a grain storage capacity of 1,500 bushels. The milling capacity is 150 bushels per hour. The storage is of the wooden type, as will be seen in the accompanying illustration, and due care is being taken to keep the equipment and buildings in a modern condition.

The products made by this concern include corn meal, wheat and whole wheat flour; and the brand names under which their products are offered to the public are "Crescent" and "American." The president is Charles Sonnerlotte, and the membership of the association includes 92 individuals. Most of them are nearby farmers.

The plant is equipped with a 24-inch attrition mill, and has electric power, with current supplied through central station. Three electric motors of the alternating type (67 kilowatts) supply the required motive power, and there are 35 feet of belt drives. Fire protection is cared for by chemicals as well as the usual type of water barrels. The mill maintains two small motor trucks to aid in the distribution of products.

A NEW COMBINED VERTICAL
MOLASSES AND DRY FEED MIXER

Molasses as an ingredient for mixed feed is rich in Vitamin B, and is universally recognized as a valuable addition to many rations. The sweet syrup makes the feed more palatable and increases consumption by stock with a corresponding increase in production of milk, eggs, etc., that makes it very profitable for the farmer to feed it. It is used in dairy, horse and poultry feeds with marked success, and feeders, quick to take advantage of the fact that it pays to feed it, are demanding it in increasing amounts. This consumer demand, cou-

desire for an economical outfit to make them, Sprout, Waldron & Co., of Muncy, Pa., wishing to serve the industry as always, perfected a molasses attachment for use with their vertical mixer, that makes mixing molasses feeds practical and profitable for the community flour mill, feed plants or elevator.

The illustration shows a typical installation of the vertical mixer equipped with the molasses feed mixing attachment. The manufacturer states that it is a complete feed mixing unit ideally suited for mixing molasses or dry feeds that can be installed in any plant. It requires only a small space, is equally as effective in winter as summer and can

swirled off the mixing spiral—160 to 200 pounds of molasses can be added to a ton of feed in a few seconds, and the product is uniform, free from molasses balls and will not cake in the sack."

Those who have installed this outfit say it not only does all the company claims, but considerably more.

Anyone interested in making molasses or dry feeds can secure complete information about this equipment by writing to Sprout, Waldron & Co., The Monarch Mill Builders, Muncy, Pa.

FEED MARKET SHARPLY LOWER

The feed market declined sharply, particularly for wheat feeds, during the week ending June 7, influenced principally by a material falling off in demand which more than offset the smaller output of the principal feeds, according to the weekly feed market review of the United States Bureau of Agricultural Economics. Bran declined \$3-4 per ton; heavy wheat feeds were relatively firm, and the decline was not so marked. Cottonseed meal and linseed meal prices were lowered around a dollar per ton while offerings of new Alfalfa meal in some of the central western markets lowered prices of that feed around \$2 per ton. Gluten feed held steady under light offerings, but quotations on hominy feed were reduced.

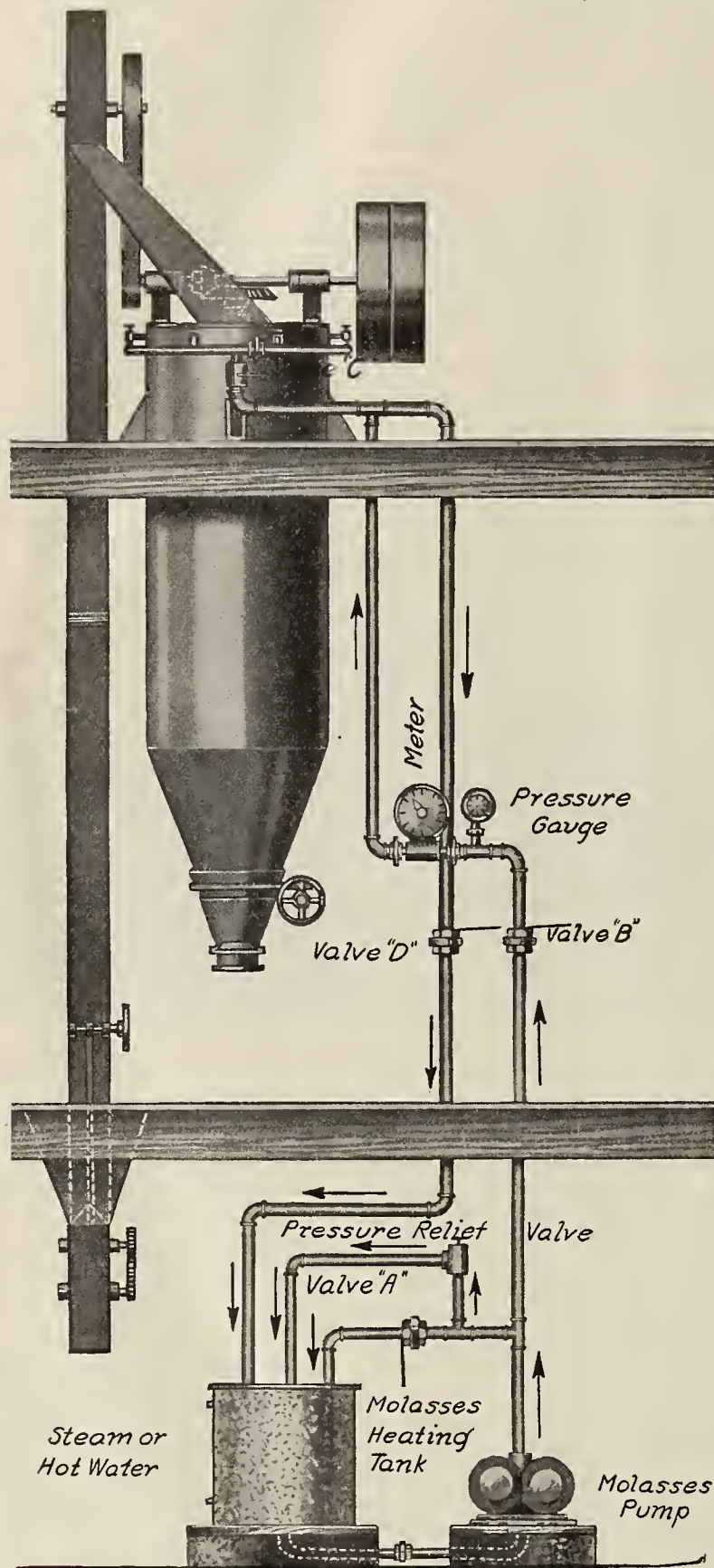
The output of wheat feeds during the week was the smallest since early in July measured by flour production at the principal milling centers which totaled only 1,172,000 barrels, compared with 1,355,000 barrels last week, and 1,208,000 barrels a year ago. The influence of the smaller offerings of bran, however, was more than offset by the reduced demand brought about by good pasturage conditions, particularly in the northern and western states. The sharp reduction which took place in bran prices early in the week, stimulated interest in the market, and toward the close of the week buying became more active, resulting in some advance in quotations from the low point. Prices at the close of the market June 5, were still \$3-4 per ton lower than a week ago. Both bran and middlings for shipment through the summer months were being offered at spot prices at Minneapolis, and mills were reported as willing to accept orders for June, July, and August shipment at current prices. In the southwestern markets, however, new crop bran for July, August and September shipment was selling at from \$3 to \$3.50 per ton below current prices.

Middlings and other heavy wheat feeds while sharing somewhat in the weakness in bran declined only slightly. The active demand for shorts, and middlings held prices practically unchanged in the Central West, but at Chicago, Minneapolis, and Buffalo quotations on middlings and the heavier wheat feeds were lowered \$1-2 per ton as a result of a less active demand in the surrounding territory, and from eastern buyers. The firm market for corn and oats, together with the active inquiry for middlings for pig feeding, was principally responsible for the relatively firm market for middlings.

The linseed meal market also weakened during the week with buyers generally bidding under mill quotations. Production of linseed meal is not large as the slow demand for linseed oil has slowed up the operations of crushers, but demand became less active at current prices which at the first of June were still about \$5 per ton higher than a year ago, and more than a dollar per ton higher than at the middle of April. Some accumulation of stocks was reported at Buffalo, and both mills and resellers were pressing their holdings upon the market.

Cottonseed meal is still scarce, but demand has become less urgent with the result that quotations have been lowered slightly on the limited amounts of meal being offered at the various markets. Southwestern crushers are reported to have discontinued operations to provide seed for replanting which has been necessary for the third and in some instances the fourth time in parts of Texas, according to trade reports. Stocks of old meal were reported exhausted at Memphis, and offerings in other markets were very small.

New crop Alfalfa meal began to arrive at the central western markets during the week and offerings



THE NEW MONARCH MOLASSES MIXER

pled with the fact that mixing molasses with feed offers larger profits than any other phase of feed milling, makes the announcement of Sprout, Waldron's New Custom and Commercial Feed Making Unit of especial interest to the milling trade.

Realizing about four years ago that custom mixing was bound to increase and a mixer that could be installed in much less room than mixers then in use was needed by many millers to participate in this profitable field, the Monarch Vertical Mixer was designed and offered to the trade. It proved to be a great success and many millers have built up, by installing it, a profitable feed business.

Knowing the demand for molasses feeds and the

be operated by one man. The outfit as furnished, consists of a Monarch Vertical Mixer (capacity—one ton or larger); a high speed loading elevator; a heater; a molasses heating tank; a molasses meter (calibrated in pounds); a rotary pump; a pressure gauge; a distributor head that encircles the top of mixer, and all necessary quick opening gate valves.

Explaining the operation of the outfit they say, "While the mixer is being filled the warm molasses is circulated through the pipes up as far as Valve C. When the mixer is completely filled this valve is opened and the molasses, which is under 40 pounds pressure, is sprayed on the feed as it is

of this meal for prompt and June shipment were larger and brought about a reduction in prices at a number of markets. The demand for Alfalfa meal continued very active, however, and fairly large sales to consuming areas offset to some extent the influence of the increased supply.

Gluten feed held practically unchanged. Manufacturers had little to offer, but moderate amounts were available from resellers at around \$2 per ton over the manufacturers' price lists. Production of gluten feed continue of good volume, but stocks are still small as demand has been of sufficient volume to absorb the output as rapidly as it has become available for market. Hominy feed on the other hand, turned weaker and prices were lowered as much as \$1.50 per ton in some of the markets. Buffalo reported a strong demand for yellow hominy feed at premiums of \$2 per ton over the white feed. Demand at most of the markets was rather dull, and the offerings of this feed were moving slowly.

HAY AGAIN HIGHER IN NEW YORK

By C. K. TRAFTON

Contrary to the expectations expressed by some of the most experienced and conservative members of the trade a month ago, the stronger tone of the market at that time, which induced many commission men to advise interior shippers to send in their hay more freely, failed to result in any noteworthy increase in the arrivals during the past month. As the bulk of the arrivals consisted of No. 3, or even poorer, descriptions, the choicer grades were almost impossible to secure, and as a consequence many buyers evidently gave up trying to buy them. Instead they displayed a tendency to substitute the best of the inferior stock, and this discriminating class of buying caused the particular buoyancy in the really desirable No. 3 hay. The quotation of \$25 for top No. 1 which compares with \$22 @ \$23 a month ago is almost entirely nominal as there is practically nothing to be had, while No. 2 is bringing \$23 @ \$24 against \$20 @ \$22 a month ago and No. 3 is quoted at \$20 @ \$21 in large bales and \$19 @ \$21 in small bales, compared with \$16 @ \$18 and \$14 @ \$16 respectively a month ago. Thus the No. 3 is only about \$5 under No. 1, against a discount of at least \$6 or \$7 last month. Although reports from some mid-western sections indicate that some farmers are beginning to load a little more hay, it still seems to be the consensus that in spite of persistent urging by commission men no noteworthy enlargement in the movement to this market can be expected. This is partly owing to the fact that farmers are too busy to attend to hay shipping and partly because of better prices offered in other markets, and because of the backward appearance of the crop as a result of the cold, late spring. In spite of the further advance in prices the basis is still not high enough to induce Canadian shippers to pay duty and high freight rates to place their hay in this market.

HAY MARKETS STEADY

Hay markets held steady for good quality hay which was generally in light supply and prices averaged slightly higher during the week ending June 9, according to the weekly hay market review of the United States Bureau of Agricultural Economics. Receipts at middle western and eastern markets were generally light and most of the offerings were of medium to low grades which moved slowly.

The condition of tame hay improved slightly during May, being 76.6 per cent of normal June 1, or 9.1 points below the 10 year average. On May 1, the condition was 76.1 per cent. Substantial improvement occurred in the North Atlantic group of states, the condition on June 1 being 83.9 per cent compared with 77.1 per cent on May 1. In the north central group a slightly lower condition is reported. Clover and Timothy hay is in good to excellent condition in the North Atlantic and Western states. In the central states conditions are fair to poor, winter damage having been severe on these varieties and even more severe on Alfalfa. Wild hay had a condition of 74.6 per cent on June 1, compared with 89.7 a year ago and 85.5 the 10 year average.

Pasture conditions have improved from 71.3 per cent on May 1 to 78.6 per cent on June 1, improvement being rather general throughout the entire country.

Eastern Timothy markets were about steady with the light offerings equal to the limited demand. At Boston and New York offerings were small and prices held firm. Considerable accumulation was reported at Philadelphia, but some of the larger dealers were withholding shipments until local stocks were reduced. Country movement to Chicago and Cincinnati was restricted, partly by the press of farm work and also by the tendency of producers to hold the farm surplus awaiting development of the new crop. Inquiries from consuming areas were light with improved pasturage conditions and supplies of native hays increasing. New Johnson hay was expected to arrive at Birmingham during next week.

Middle western Alfalfa markets were rather dull with shipping demand slow as a result of active competition from other shipping sections. Very little old crop hay was being offered and prices were mostly on a new crop basis. Rainy weather over a large part of this area reduced country loading, and resulted in considerable out of condition hay among the market offerings. Very little Alfalfa was being received at either Omaha or Minneapolis. The Colorado surplus was reported to be entirely exhausted in some areas. Pacific Coast markets were very much depressed with the pressure of heavy offerings of new crop hay. The embargo against shipments of outlying stations of Los Angeles has been lifted, but tracks are still loaded and offerings were considerably in excess of dealers or feeders needs.

Prairie markets were very quiet with light offerings and limited demand. Cutting of new crop hay is in progress in Texas, but very little has moved.

"FIRE HAZARD WITH JAY BEE MILL"

By S. E. PETERSON

The two greatest fire hazards in the grinding of grains and other food stuffs are the presence of tramp metal in the grain itself and the operation of the grinding unit empty, that is, without any raw product being fed to the mill.

The Jay Bee Swing Hammer Mill offers the following safeguards against fire arising from the presence of tramp metal in the grinding chamber. It might be well to note here that there is always a possibility of metal getting into the grinding chamber even though the incoming raw material is passed over a magnetic separating device for the reason that the magnets have no attraction for many metals such as brass, copper, manganese steel, etc. In the first place, the flexible hammers of the Jay Bee Mill are free to swing back and pass large pieces of metal without putting any severe strains on the mill itself. The screen through which the ground material of a hammer mill must pass offers the same safeguard against the passage of flame that is found on a miner's lamp where the flame is enclosed in a screen which prevents ignition to the explosive gasses in which the lamp must operate.

A further safeguard is present in the Jay Bee Mill due to the fact that the fan is located some 17 inches above the discharge point of the ground material, thereby causing a rarified rather than a compressed atmosphere through which the ground product must be lifted before being put under pressure for further elevating by the fan.

If tramp metal gets into a Jay Bee Mill that is doing fine grinding through a thin small hole perforated screen, the metal will quickly puncture this type of screen and drop to the lowest point of the suction chamber, which in this case is called the suction hopper, and remains there, due to the inability of the fan to pick it up. This is a very effective protection and one which is easily proven by the fact that one can nearly always open the cleanout door and recover such things as nails, bolts, nuts, etc. in any Jay Bee Mill that has been in operation for a reasonable period of time. The ease with which a chunk of metal will puncture a fine screen prevents the tramp metal from staying

in the grinding chamber long enough to become hot enough to ignite a dust laden atmosphere.

Of course, fire hazard is reduced materially as the ground product becomes coarser due to the fact that there is a greatly decreasing percentage of fine dust in the conveying air. The larger sized holes in the coarser meshes of screens may be punched in very much heavier metal and so we find that tramp metal occurring in the grinding chamber will not puncture the screens and will remain in the grinding chamber long enough to permit the operator to stop the mill and remove the partially broken up pieces.

If by chance a small piece of hot metal should be lifted to the fan of a Jay Bee Mill, it would have to be conveyed for a considerable distance in a cooling atmosphere of air and thence to a collector where it would be further cooled so that the chances are strong that this metal would be cooled below the ignition point before being deposited in the storage bin.

Many types of materials if heated during the grinding operation will continue to generate additional heat in the storage bin. Due to the fan action passing excess volumes of air through material ground on the Jay Bee Mill, the material is delivered to the storage bins in a cool condition which will eliminate this chance of self-generated heat.

WHERE OUR FEED EXPORTS GO

Our domestic exports of feeds for April were distributed among eight countries, and amounted to 1,466 short tons of hay, 6,455 short tons of cottonseed cake, 18,500 short tons of linseed cake and 726 short tons of other oil cake.

The Netherlands was our most important purchaser of feedstuffs during the month, taking 8,456 short tons of linseed cake, and 527 short tons of other mill feeds, including screening. Next came Belgium which bought 6,861 short tons of the same product, and Denmark, taking 6,845 short tons of cottonseed cake. The United Kingdom took in all 3,762 short tons of feedstuffs, dividing her purchases as follows: Linseed cake, 3,013, cottonseed meal, 554, and prepared and mixed feeds, 195.

Cuba and Germany almost tied, the former taking 2,586 short tons of feeds and Germany 2,548 short tons. Canada bought 1,450 and Mexico, 318 and the Philippines, 100, both of the latter buying only hay.

FEDERAL HAY INSPECTOR AT BIRMINGHAM

The Alabama Department of Agriculture and Industries in co-operation with the United States Bureau of Agricultural Economics, inaugurated in May Federal-State hay inspection at Birmingham. It thereby takes over the inspection work at Birmingham which was formerly conducted by the Birmingham Chamber of Commerce.

Inspection will be made in accordance with United States standards by the Federal-State inspectors and arrangements have been made whereby the hay can be plugged out and complete inspections made. The state will also handle grain inspection work.

The appointment was made of W. H. Binkley, formerly assistant supervising hay inspector for the United States Bureau of Agricultural Economics at Kansas City, as chief inspector; his assistant will be M. J. Kendrick.

KANSAS COMMON AND GRIMM PROVE WORTH

Alfalfa tests have been conducted in Kansas the past year in which Kansas Common, Grimm, Argentine, Utah Common, French Province, Hairy Peruvian, Dakota 12, a Arizona Common, Turkestan and South African varieties were compared.

In making his report, S. D. Capper, farm agent of Riley County said that Kansas Common and Grimm both averaged 4.1 tons of hay per acre. Argentine averaged 0.1 ton more, French Province 0.1 less and Utah Common 0.3 less. Dakota 12 yielded 0.4 ton higher than Kansas Common, while Arizona Common, South African and Turkestan yielded 0.2, 0.4

and 0.6 tons lower, respectively. Hairy Peruvian yielded less than half as much as Kansas Common.

Lack of winter hardiness was the chief cause of low yields, particularly in Hairy Peruvian, South African and Arizona Common. Kansas Common and Grimm were generally the most satisfactory varieties, considering yield, hardiness and adaptation.

ORDER REFUND ON POULTRY FEED RATES

The rates on buttermilk poultry feed, carloads, from Duluth and Mankato, Minn., to Fredonia and Wichita, Kan., were found unreasonable by the Interstate Commerce Commission (by Division 4 in No. 19562, Armour & Co. of Delaware vs. Santa Fe, et al) and reparations were awarded. The commission found the rates were unreasonable to the extent they exceeded 51 cents. The rates were reduced after the shipments were made, in 1924.

WHEAT FEEDS BREAK SHARPLY IN NEW YORK MARKET

By C. K. TRAFTON

A sharp decline in the price of wheat feeds owing to the coincidence of a striking increase in the offerings and the customary seasonal slackening of demand was the outstanding feature of the New York market during the month under review. With the exception of one or two of the local mills practically all producers reappeared in the market with offers to sell and, in addition to meeting with a very poor response from buyers, they encountered somewhat stiff competition from Canadian mills. The latter became especially marked toward the end of May and forced the domestic producers to offer further concessions in order to stave off the competition from across the border. The pressure and weakness were especially marked in the instance of bran which offered a drop of fully \$9 per ton from the previous high level, the latest quotation being \$38.10. Up to a few weeks ago bran and middlings had been selling on about even terms, but the latter is now at a premium of about \$2.50, having declined about \$7 to a basis of \$41.60. Red Dog, in the meantime, fell about \$4 from the recent top figure and is now quoted at \$47.10.

The much smaller price recession in virtually all other kinds of feeds was almost wholly sympathetic. It is true that the generally light demand, as usual at this season, did not serve to help the market, but at the same time, there was no striking increase in the offerings or any noteworthy pressure to sell.

Corn goods, for instance, were not offered freely by any means and, as a matter of fact, offers of yellow hominy remained almost wholly lacking.

Offers of linseed oil meal have been larger, and latterly at concessions of \$1 @ \$2 compared with a month ago. Buyers, however, were not attracted by the lower prices, believing that they might go still lower.

Cottonseed oil meal remained independently firm as southern producers were still offering in a very meager way, if at all, many of them claiming that their stocks are almost exhausted.

NEW FEED BRANDS

"PINNACLE" horse feed, dairy feed, scratch feed, laying mash, chick starter, and mill feed. Pinnacle Mills, Morristown, Tenn. Filed March 21, 1928. Serial No. 263,560. Published May 8, 1928.

"NUGGET" stock feeds. Nutrena Feed Mills, Inc., Kansas City, Kan. Filed February 28, 1928. Serial No. 262,376. Published May 15, 1928.

"ACE HI" wheat flour, whole wheat flour, graham flour, cornmeal, rolled oats and poultry feeds. California Milling Corporation, Los Angeles, Calif. Serial No. 264,287. Published May 28, 1928.

"C. & H. CHICKEN GREENS" chicken feed. California Hawaiian Milling Company, San Francisco, Calif. Filed March 20, 1928. Serial No. 263,456. Published May 22, 1928.

"JUSTICE" honey and hay. Charles B. Justice, San Diego and El Centro, Calif. Filed March 8, 1926. Serial No. 228,318. Published May 22, 1928.

"NU-VITA" mineral feed and grainfeed for stock.

Miller Products Company, Waterloo, Iowa. Filed April 9, 1928. Serial No. 264,598. Published May 29, 1928.



NU-VITA

PINNACLE

NUGGET

Ace
Hi

Trademarks Registered

238,143. Hog feeds, dairy feeds, poultry feeds, horse and mule feeds. Molony & Carter Company, Charleston, S. C. Filed September 16, 1927. Serial No. 254,809. Published November 22, 1927. Registered January 31, 1928.

238,207. Sugard and mineralized hog feeds, hog meals, poultry fattener, laying mash, mineral mixtures, buttermilk feed for chicks starter, baby chicks grower, baby chicks feed, pig meal and tankage. Soo Feed & Chemical Company, Sioux City, Iowa. Filed April 1, 1927. Serial No. 246,783. Published November 15, 1927. Registered January 31, 1928.

240,282. Poultry, dairy and stock feed. J. A. Sturges & Co., Easthampton, Mass. Filed October 20, 1927. Serial No. 256,383. Published January 17, 1928. Registered March 20, 1928.

240,496. Chicken feed. City Mills Company, Columbus, Ga. Filed November 29, 1927. Serial No. 258,163. Published January 17, 1928. Registered March 27, 1928.

241,727. Poultry feed. Hales & Hunter Company, Chicago, Ill. Filed August 25, 1927. Serial No. 253,943. Published February 21, 1928. Registered May 8, 1928.

241,778. Livestock feeds. The Early & Daniel Company, Cincinnati, Ohio. Filed November 19, 1927. Serial No. 257,793. Published February 21, 1928. Registered May 8, 1928.

242,349. Mineral feed for cattle, mineral feed for hogs, laying mash, pig meal, hog feed, white shorts, gray shorts, bran, Alfalfa molasses feed, calf meal, dairy ration, developing chick feed, hog fattener, poultry mineral, poultry fattener, starting and growing mash, and chick feed. Farmers Union Service Association, Des Moines, Iowa. Serial No. 258,860. Published March 6, 1928. Registered May 22, 1928.

242,373. Stock and poultry feed. Charles Milling & Produce Company, Charleston, Va. Filed August 29, 1927. Serial No. 254,106. Published March 6, 1928. Registered May 22, 1928.

242,438. Poultry feed, namely, a mineralized cod liver oil, for increasing egg production and hatchability of eggs. The Greene Chicken Feed Company, Marblehead, Mass. Filed January 23, 1928. Serial No. 260,502. Published March 6, 1928. Registered May 22, 1928.

242,461. Poultry foods and livestock foods. John W. Eshelman & Sons, Lancaster, Pa. Filed December 31, 1927. Serial No. 259,544. Published March 13, 1928. Registered May 22, 1928.

242,462. Livestock foods. John W. Eshelman & Sons, Lancaster, Pa. Filed December 31, 1927; Serial No. 259,543. Published March 13, 1928. Registered May 22, 1928.

242,463. Livestock foods. John W. Eshelman & Sons, Lancaster, Pa. Filed December 31, 1927. Serial No. 259,542. Published March 13, 1928. Registered May 22, 1928.

242,464. Live stock foods. John W. Eshelman & Sons, Lancaster, Pa. Filed December 31, 1927. Serial No. 259,540. Published March 13, 1928. Registered May 22, 1928.

242,465. Egg mash. Degraff Hay & Grain Company, Degraff, Ohio. Filed December 31, 1927. Serial No. 259,536. Published March 13, 1928. Registered May 22, 1928.

TENNY RESIGNS AS ECONOMICS CHIEF

Lloyd S. Tenny, chief of the Bureau of Agricultural Economics of the United States Department of Agriculture, has submitted and Secretary of Agriculture Jardine has accepted his resignation, effective July 16. Mr. Tenny announces that he will accept an executive position with the Associated California Fruit Industries, Inc., a growers' organization. Secretary Jardine expressed his regret that the department should lose Mr. Tenny's services. No announcement was made as to his successor.

Mr. Tenny, who was born at Hilton, N. Y., was graduated from the University of Rochester in 1902 with the A. B. degree. He immediately joined the United States Department of Agriculture, working in the Bureau of Plant Industry, and continued graduate and post-graduate work at George Washington University and Cornell University. From 1910 to 1913 he engaged in farming in New York and in work carried on co-operatively by the State and the United States Department of Agriculture.

From 1914 to 1918 Mr. Tenny was secretary and manager of the Florida Fruit Growers and Shippers League, also serving as chairman of the Executive Committee of the Florida State Plant Board, and as secretary of the Florida East Coast Growers' Association.

Rejoining the Department of Agriculture in 1921, Mr. Tenny entered the Bureau of Markets as assistant to the chief, specializing on research work in the handling and marketing of agricultural products. In 1922 he was appointed assistant chief of the bureau in charge of all service and regulatory work. In December, 1926, he was appointed chief of the Bureau of Agricultural Economics.

SURVEY SHOWS FARM-OWNED ELEVATORS TO BE PROSPERING

The United States Department of Agriculture is completing a general survey of farmers' elevators and has reports from 3,331 associations. Lloyd S. Tenny, chief of the Bureau of Agricultural Economics, estimates that there are at least 4,000 farmer-owned elevators, about two-thirds operating on the co-operative principle of limiting dividends on stock and paying dividends according to patronage.

The general business condition of these elevators is satisfactory. Combined, they have a paid-up capital stock of \$57,000,000 and a combined net surplus of nearly \$25,000,000. They own buildings and equipment valued at approximately \$60,000,000 and carry about \$22,000,000 for working capital. About 420,000 stockholders own the associations, and about the same number of non-member grain growers patronize the elevators. For the last season about six out of seven associations reported surpluses, 61 per cent reported dividends paid on stock, and 28 per cent paid patronage dividends.

These associations are also entitled to credit for improving local practices in the handling of grain, Mr. Tenny believes. Their activity has promoted the establishment of fairer grading, weighing, and docking practices; reduction of margins in the local handling of grain; stimulation of more courteous and considerate treatment of growers by country grain buyers; creation of competition in local markets; encouragement of better production practices and lower production costs; instruction of members in the business of marketing; and the general promotion of co-operative action pertaining to the welfare of grain farmers.

ASSOCIATIONS

CONVENTION CALENDAR

June 15-16.—Annual convention of the Pacific Northwest Grain Dealers Association, at Walla Walla, Wash.

June 18-19.—Annual convention of the Farmers Grain Dealers Association of Montana, at Havre, Mont.

June 18-19.—Annual meeting of the Montana Grain Dealers Association, at Wolf Point, Mont.

June 19-20.—Forty-ninth annual convention of the Ohio Grain Dealers Association, at the Argonne Hotel, Lima, Ohio.

June 21-23.—Tenth annual convention of the Southern Seedmen's Association, at New Orleans, La.

June 26-27.—Annual meeting of the Farm Seed Association of North America, at the Stevens Hotel, Chicago, Ill.

June 27-28.—Eastern Federation of Feed Merchants, at the Hotel Statler, Buffalo, N. Y.

June 28-29.—Mid-summer convention of the Indiana Grain Dealers Association, at Gary, Ind.

June 27-29.—Annual convention of the American Seed Trade Association, at the Stevens Hotel, Chicago, Ill.

June (exact date to be announced later).—Mid-summer meeting of the Farmers Managers Association of Nebraska, at Omaha, Neb.

August 20-22.—Thirty-fifth annual convention of the National Hay Association, at Fort Wayne, Ind.

August 23-24.—Annual convention of the New York Hay & Grain Dealers Association, at Syracuse, N. Y.

September 24-26.—Thirty-second annual convention of the Grain Dealers Association, at the new Hotel Statler, Boston, Mass.

September 24-26.—Annual convention of the United States Feed Distributors Association, at the Hotel Statler, Boston, Mass.

OHIO DEALERS PLAN LARGE MEETING

"We have doubled our membership in the past 11 months," writes Secretary W. W. Cummings of the Ohio Grain Dealers Association, "and we want to start the new year, the fiftieth Golden Anniversary year, off with a bang." Accordingly, the big event has been scheduled to occur June 19 and 20 at the Elks Temple, Lima, Ohio. The forty-ninth annual convention will be presided over by Phil Sayles, the well known Ohio grain man, and a number of important speakers have promised to contribute to the program. The aim of the officers is to make the annual meeting this year a notable milestone in the history of the Ohio Grain Dealers Association.

Some of the speakers and their subjects follow: Hon. Edward E. Turner, attorney general of Ohio, "Duties of Citizenship"; David K. Steenbergh, secretary Central Retail Feed Association, "Selling Your Feed"; L. E. Foster, Ohio State University, "Recent Tendencies in Business"; D. J. Schuh, secretary Cincinnati Board of Trade, "The Weighing Problem"; Charles Quinn, secretary, The Grain Dealers National Association; N. J. Besley, Washington, D. C., "Grain Grading Illustrations"; and also addresses on "Trucking" and "Feed Grinding" and discussion by all those present.

There will be a banquet June 19 at 6.30 p. m. and one of the best after-dinner speakers in the state, C. A. ("Sunny") Sundberg of Springfield, Ohio. Also they have engaged "The Red Birds," a snappy girls' orchestra, who will furnish a lot of entertainment during the banquet. After the dinner all will go out to Lima Park for dancing and other pastimes.

FEED MANUFACTURERS MEET

The largest convention that feed manufacturers have ever held was staged in West Baden, Ind., on May 24, 25 and 26. It was the twentieth annual convention of the American Feed Manufacturers Association, and the headquarters for all events was the West Baden Springs Hotel. There were over 200 registered attendants at the meeting. The spirit of optimism was conspicuous from the very first session and increased as the convention got under way. The address of President W. E. Suits was greeted with loud applause and there were favorable comments among the membership afterward. Throughout there seemed no lack of enthusiasm, and both the business sessions and the entertainment features of the program were well attended.

Unfortunately, the lower golf links of the West

Baden Spring Hotel, upon which the tournaments were to be played, had been under water for several days; but the manager of the nearby French Lick Springs Hotel courteously offered the use of the neighboring links, and so the tournaments were run off on schedule. Most of the members donned golf suits after lunch and, led by President Suits and Secretary L. F. Brown, who won the President's Golf Prize, repaired to the golf course—one which a number of them have played for successive years. For those young men who might think they had not yet reached the golf stage, and for those older men who conceivably have passed the golf stage, a two-day horse shoe pitching contest had been arranged. Ladies were invited to afternoon bridge, or if members or representative of member firms, as was Miss Lila Beardsley, they were permitted to play in the golf tournament. Incidentally, Miss Beardsley played a very attractive game as a member of a foursome—the other three lucky players being mere men. The hotel distributed complimentary tickets admitting registered delegates to bowling and billiards.

The meeting convened the morning of Thursday, May 17, with W. E. Suits, of The Quaker Oats Com-



W. E. SUITS

pany, Chicago, Ill., president of the association, in the chair. He said, among other things, in his annual address:

The investment in this industry today runs into many millions of dollars and it is one of the biggest buyers of grain and by-products in existence. Its toll on the volume is exceedingly narrow and its cost of production is reduced to a minimum through the use of power and highly developed machinery. The tonnage produced is not definitely known but from the information I possess I would estimate that it is around 10,000,000 tons annually or equal to half of the normal crop of oats in the whole United States.

This business has been built from small beginnings in a quarter of a century in spite of the antagonism or at best the lukewarm support of the colleges and press. It is time that these educational forces should be shown what an immensely important economic factor this industry is and what a woeful disaster would result to the live stock world if its members abandoned their efforts. This is true today and will be immensely more important tomorrow with our rapidly growing human and animal population.

I am happy to note that during the past few years these farm educators and leaders are becoming more appreciative of our importance and believe this will increase as they get a better comprehension of what we are doing.

A couple of months ago the organization with which I am associated entertained a fine representative group from the press and colleges at one of our plants. We showed them the up-to-date, cost reducing, and accuracy insuring mechanical methods in use, the laboratory where 55,000 chemical tests were made in one year and all the other precautions and facilities for making feeds just what we claim them to be. They found the demonstration illuminating and their reaction was very encouraging. My message to you today is "Go thou and do likewise." Take these leaders of public opinion into your confidence, show them what you have got, how you are using it and why. Don't hide your light under a bushel basket. You are doing a notable service to their clients. They are looking for information. They are entitled to have it.

In carrying out a plan of giving the agricultural and poultry press a better view of the commercial mixed feed industry, we invited a number to attend this convention as our guests. There has been a generous acceptance on the part of the editors and publishers. As a consequence, we have with us today

quite a considerable number of these gentlemen who are anxious to learn more about the subject for their own information and for the benefit of their farmer customers. We earnestly hope that every one of our members will make it a point to get acquainted with these gentlemen and give them all the information they desire.

The next report received by the meeting was that of the chairman of the Executive Committee, D. W. McMillen, of The McMillen Company, Fort Wayne, Ind. He said:

Your Executive Committee has met regularly this year, and has had at its meetings at various times many members of the association. As many do not know, the expenses of the individual members of your committee to and from Chicago are not borne by this association, but by the individual members who make up the committee.

Toledo and Fort Wayne are not so far away, but those of our committee who journey from Memphis and St. Louis have made quite some sacrifice in expense, yet more particularly in time in their attendance at these meetings. Your committee, however, is mindful of the fact that we have no great reserve in our treasury.

At our meeting one year ago the chairman of the committee was instructed to obtain from the membership, additional emergency contributions to replenish the treasury and put us upon a sound workable basis. The result was very gratifying indeed. Although the amount asked for was very nominal, the response was more than gratifying. More than \$2,500 was contributed and the treasury now seems to have adequate funds.

The secretary has made many trips during the year in conference with feed control officials and with legislators, who are even zealous in their efforts to write some new provision into the food laws of their states, for the protection of the "dear peep".

At all times I am sure that your committee has been careful to busy itself only with the fundamental problems which are, and of necessity must be of vital interest to every food manufacturer.

In this age of standardization, it is very necessary that our Association work very closely with the Association of Feed Control Officials, in an effort to bring about more nearly uniform laws in regard to registration of feeds. These officials, I am sure, from year to year, have recognized the fairness of this association, in its desire to co-operate with them in their effort to reach more nearly a uniform basis upon which they can operate.

Secretary L. F. Brown read his annual report, in which he reviewed the activities of the organization in the last year in detail, the conclusion of his remarks reading as follows:

The constant growth, development and prosperity of the feedingstuffs industry demands unhampered opportunities for individual effort and initiative which obviously is being rendered increasingly difficult in true ratio to unduly drastic state and Government regulation of the industry.

Methods and practices of the industry are being signed to secure undue immediate relief without reference to the effect on the general public of the ultimate reaction on the industry itself, and all of necessity, result in ever increasing regulatory legislation and hampering rules and regulations and more restrictive in their application and operation.

The feed industry cannot exist unto itself alone. It will continue to grow and prosper only as it seeks to promote the welfare of those from whom it buys, those to whom it sells and those whom it employs. Each unit of the industry should progress by virtue of its own ability, skill and diligence, rather than by placing impediments in the ways of others, ever remembering that it must gain and retain the confidence of the public and that any disturbance of that confidence will withdraw from the industry the foundation upon which its future must rest.

After the report of the treasurer had been made of record, the traffic manager was called upon, and R. M. Field, Chicago, Ill., gave his report on transportation matters.

Dr. Philip H. Smith, Amherst, Mass., spoke on "Feedingstuffs Legislation—a Glance into the Past; What of the Future?" Mr. Lee read an address prepared by Eugene Arms, manager of the Mutual Fire Prevention Bureau, Chicago, Ill., the title of which was "The Burning Question." Dr. G. Bohstedt, professor of animal husbandry, Wisconsin Agricultural College, spoke on "Feeding Minerals in the Light of Recent Findings."

The following officers were elected for the coming year: President—W. E. Suits, The Quaker Oats Company, Chicago, Ill.; first vice-president—E. B. Savage, International Sugar Feed Company, Minneapolis, Minn.; second vice-president—S. T. Pease, Happy Feed Mills, Inc., Memphis, Tenn.; third vice-president—C. P. Wolverton, Maritime Milling Company, Buffalo, N. Y.; secretary—L. F. Brown, Chicago, Ill.; treasurer—W. R. Anderson, Milwaukee, Wis.; traffic manager—R. M. Field, Chicago, Ill.

The Executive Committee named included: D. W. McMillen, chairman, The McMillen Company, Fort Wayne, Ind.; H. A. Abbott, The Albert Dickinson Company, Chicago, Ill.; O. E. M. Keller, J. J. Badenoeh Company, Chicago, Ill.; A. T. Pennington, Royal Feed & Milling Company, Memphis, Tenn.; Searle Mowat, The Larrowe Milling Company, Detroit, Mich.; and A. F. Seay, Ralston Purina Company, St. Louis, Mo.

The Board of Directors—D. G. Lowell, Washburn-Crosby Company, Minneapolis, Minn.—chairman; Edward Drescher, Alfocorn Milling Company, St. Louis, Mo.; F. G. Brewer, Ballard & Ballard Company, Louisville, Ky.; W. D. Walker, Arcady Farms Milling Company, Chicago, Ill.; G. G. Keith, Hermitage Mills, Nashville, Tenn.; Van Roy Miller, Nutrena Feed Mills, Kansas City, Kan.; Jim Rapiere, Rapiere Sugar Feed Company, Owensboro, Ky.; M. M. Nowak Milling Corporation, Hammond, Ind.; Floyd M. Wilson, Denver Alfalfa Milling & Products Company, Lamar, Colo.; J. S. Keller, Pratt Food

Company, Philadelphia, Pa.; G. J. Stone, Universal Mills, Fort Worth, Texas; E. G. Olden, Hiawatha Milling Company, Jackson, Miss.; A. E. Lippelman, The Ubiko Milling Company, Cincinnati, Ohio; J. M. Adam, Anheuser-Busch, Inc., St. Louis, Mo.; and Arthur F. Hopkins, Chas. M. Cox Company, Boston, Mass.

The Committee on Resolutions, consisting of C. W. Chapin, J. M. Wilson and F. R. Johnson, brought in resolutions thanking the speakers for their contribution to the program, thanking the officers, directors and members of the Executive Committee for their efficient services, and acknowledging the "co-operative effort of the trade publications" in being generous in devoting space to the convention and the feed manufacturers' affairs. Another resolution thanked those who donated prizes for the recreational features of the convention.

The farm and trade press held a caucus on Friday morning and elected W. F. Leggett of the AMERICAN MILLER, chairman, and J. P. Wallace of Wallace's Farmer, secretary. The caucus presented the following resolutions, offered by Mr. Leggett and seconded by Mr. Cunningham of the Wisconsin Agriculturist:

Whereas, the American Feed Manufacturers Association is an important group in the most vital industry in America, the nation's food supply; and

Whereas, the American Feed Manufacturers Association by means of research, experiments and education is creating new and higher standards of quality feeds while supporting existing control requirements; and

Whereas, publicity in farm and trade press cannot help but gain wide recognition, secure even broader scope for research and extend interest in the educational program; be it

Resolved: That the farm and trade press express their appreciation to the association for the honor of being made honorary members of the American Feed Manufacturers Association and therefore a part of it.

Dr. George L. Bidwell, chairman of the Executive Committee of the Association of Feed Control officials, pointed out that four out of five members of that committee were attending the convention of the feed manufacturers. He tendered the congratulations of the feed control officials on the success of the annual meeting. Reese V. Hicks, managing director, International Baby Chick Association, brought greetings from that organization.

The evening of the first day a banquet was held at 7:30. The principal address of the occasion was made by Edwin P. Morrow, Lexington, Ky., former governor of Kentucky and member of the Railway Labor Board. His subject was "Our American Heritage."

The afternoon of the second day was devoted to golf, bridge and other entertainment features, the prizes for which were listed above. The committee in charge included F. C. Greutker, chairman; R. M. Field, secretary; Lloyd Hedrick, G. Keith and D. G. Lowell.

On Saturday morning the Board of Directors met, and so did the Executive Committee. There being no afternoon session on Saturday, the convention was adjourned *sine die*.

KANSAS DEALERS MEET IN DODGE CITY

The thirty-first annual convention of the Kansas Grain Dealers Association was held May 15 and 16, at Dodge City, Kan. The Lora-Locke Hotel was headquarters, and despite heavy rains having rendered many roads bad navigating for automobiles, the attendance was not impaired sufficiently to cause comment. According to general report, a good many delegates who left home in their cars were compelled to lay them up and proceed to destination by rail. J. C. Denious, local newspaper man, gave the address of welcome, and Vice-President H. B. Wheaton of Hugoton, responded. President Rhodes then had the opportunity to read his annual report, which was concerned with current topics and in which he gave much praise to the secretary. Secretary Smiley then gave his annual report, in which he said in part:

ANNUAL REPORT OF SECRETARY SMILEY

The absence of protein in the 1927 crop created a demand for high protein wheat forcing premiums as high as 40 cents per bushel over ordinary wheat on account of this demand and lack of supplies. Interior mills or mills located at Kansas City operating country elevators paid prices direct to the producer for the full market value, at terminals, less freight, and the country grain dealer that attempted to meet this competition, actually lost money. Other factors entered into the handling of the crop such as rigid inspections at terminals and heavy discount for off grade wheat. We can cite you too many instances of shipments from the same community, in fact from the same town on the same day, arriving at the terminal market and sold the day of arrival with a difference in price of from 10 to 15 cents per bushel. As the general appearance and test weight of this wheat was the same it was a hard matter to convince country shippers that they got a square deal on many of their shipments, but as the protein content was the controlling factor in determining the price, and they were furnished a certificate showing the protein content, they were compelled to accept the price but many of them with very poor grace. The past crop year demonstrated beyond a doubt that climatic conditions and time of seeding are prime factors in developing protein content in wheat. As long as protein content in wheat remains the dominating factor

in determining values, buying wheat from the producer will continue to be a gamble.

Many shippers advise me that they have taken samples from different loads of wheat and forwarded in an air tight container to chemists for analysis and purchased on basis of protein content as reported by the chemist making the analysis and upon arrival of the grain at the terminal market, the analysis showed much lower protein content than shown from the sample submitted. As we are unable to explain why there should be this difference between the sample submitted and the contents of the car, we have asked Mr. Armstrong, assistant chief grain inspector to address you at this time upon the subject: "Value and Workability of the Protein Analysis" as it is too deep for me.

The official grain standards as adopted by the United States Department of Agriculture and administered by the Bureau of Markets, in our opinion, are entirely too technical and should either be amended or repealed. Since the adoption of these standards by the Government, the department in charge of the enforcement, has shown a disposition to ignore all complaints from every source. I will state without fear of contradiction, that the technical application of the Federal grain grading system has cost the farmers and grain dealers of this state, millions of dollars. During the past few years or ever since 1922, there has been a growing discontent among the farmers and grain dealers, not only of Kansas, but the entire grain producing territory relative to the present system. Most of the troubles of grain inspectors during the past year, and at the present time have been the result of lack of uniformity on personal judgment factors. There is no question but what the reason for this lack of judgment is because of the rigid interpretation of the men in charge of field headquarters and the Board of Review in Chicago. The enactment of the Grain Standards Act in 1916 was fathered by the farmers of the Spring wheat country, inasmuch as they were convinced by propaganda put out from Washington that if the proposed bill were enacted into law, that it would increase the value of the farmer's product and that a certificate issued by a licensed Government inspector would pass as full value at any market in the United States. These same farmers are now through their representatives in Congress, asking for the repeal of the act and a return to the old grading system. We believe the present system impractical, and that under the system, no uniformity of grades is possible.

He followed this up with further detailed data on the same subject, after which he talked of profit and loss, sight drafts treated as cash items rather than deposits by banks, landlord's lien, group meetings and other matters.

The financial statement showed a balance on hand January 1, 1928 of \$1,749.87 and disbursements during the year of \$8,484.76.

The meeting was very much interested in an able discussion of "Protein Analysis," by T. B. Armstrong of the Kansas State Grain Inspection Department.

Charles Quinn, secretary of the Grain Dealers National Association also spoke on "Forecasting by the Department of Agriculture." Other speakers were R. M. Green, Kansas State Agricultural College, Manhattan, Kan., on "Effects of the Growing Mill Industry in the Southwest on Kansas Wheat Prices"; Hon. Clyde M. Reed, Kansas City, who talked on the freight rate situation; and V. E. Butler of Indianapolis. His subject was "What Is Wrong with the Grain Dealers?"

The new officers of the Association are: President, H. B. Wheaton, Hugoton; vice-president, J. H. Voss, Downs; secretary, E. J. Smiley, Topeka; director fourth district, Claude M. Cave, Sublette; director second district, Ray McMillan, Downs; Nebraska district, E. L. Brown, Chester, Neb. The other three directors whose terms do not end this year are C. L. Parker of Topeka, W. W. Lam of Iola and J. M. Rankin, Cambridge, Neb.

MIAMI VALLEY DEALERS ENTERTAINED

The three track buyers of Sidney, Ohio, V. E. Chambers, J. E. Wells Company and E. T. Custer-bader & Co., and the three grain machinery firms of Sidney, The Sidney Grain Machinery Company, John Troester, representing Union Iron Works and J. M. Bell, representing Bauer Brothers, entertained the Miami Valley Grain Dealers Association and dealers in surrounding territory at the Sidney Country Club on June 6. The business meeting of the association was held at 1:00 p. m., dinner at 6:30 and entertainment following. There was also entertainment for the ladies and children in the afternoon.

OKLAHOMA ATTENDANCE LARGE

The thirty-first annual convention of the Oklahoma Grain Dealers Association was held May 18 and 19 at Enid, Okla., with over 400 grain dealers in attendance. This was one of the largest groups of Oklahoma grain men which has assembled in many years. President A. R. Hacker, Enid, called the meeting to order in the Elks Hall; and the opening address was by William Murphy, Kansas City, Mo. Following him, Dr. J. W. T. Duvel, chief of the United States Grain Futures Administration, Washington, D. C., spoke on "The Work of the Grain Futures Administration." The full text of this address appears on Page 749 of this issue of the AMERICAN ELEVATOR AND GRAIN TRADE.

Carl Williams then spoke on "What to Expect in

the Price of Wheat in the Next 10 Years." Secretary C. F. Prouty of the Oklahoma Grain Dealers Association gave the full report of the work of his office during the past year, after which the convention committees were appointed.

Secretary Charles Quinn of the Grain Dealers National Association, Toledo, Ohio, spoke at the opening of the afternoon session. "Congress and the Grain Trade" was his subject. There followed a round table discussion which was open to all the delegates present. "Car Supply and the Grain Trade" was a topic of considerable interest and the debate on this matter was led by R. C. Andrews, district manager of the Car Service Division of the American Railway Association, Dallas, Texas. Informal discussions on various subjects followed, among them being: "The Combine and Early Movement of Wheat," "Storage," "Margin on Drafts," "Value of the Middlemen," "Official Destination Inspection and What It Means," "Do We Favor Federal Inspection as Outlined in the Frazier Bill?" "Registration Fee" and "Routing of Drafts."

The district grain supervisor at Kansas City, E. L. Morris, led the discussion on "Uniformity of Inspection Under the Present System"; and Carl M. Robinson, statistician of the United States Department of Agriculture, Oklahoma City, Okla., undertook to open the talk about "The Oklahoma Crop Report."

A banquet was held in the evening at the Hotel Oxford. C. L. Lockwood, traffic counsel, Enid, Okla., opened the meeting on the second day with "The Traffic Situation in the Southwest." "Weevil Elimination" was discussed and various ways of disposing of pests were explained and demonstrated.

The following officers were elected: President, A. R. Hacker, Enid; vice-president, Harry Hunter, Okarche; secretary-treasurer, C. F. Prouty, Oklahoma City; and directors — M. E. Humphrey, Chickasha; J. J. Stinnett, Oklahoma City; John McCrady, Yewed; W. B. Johnson, Enid; and J. T. Thomas, Carnegie. The Arbitration and Trade Rules Committee was also designated with the following personnel: Ben U. Feuquay, Enid, chairman; Jesse Vandenburg, Oklahoma City; and the member of the Tri-State Board of Appeals was named as follows; W. M. Randels, Enid.

A resolution was passed supporting the Strong Bill to protect shippers whose drafts, sent for collecting to outside banks, are included in the assets of such banks in the case of insolvency, if the bankruptcy occurs after the drafts have been cashed and before proceeds are forwarded to the drawer of the draft.

TEXAS DEALERS AT GALVESTON

On May 21 and 22 the Texas Grain Dealers Association had its thirty-first annual convention at the Hotel Galvez, Galveston, Texas. There was a good attendance though it was not as large as that of some past Texas meetings. There seemed, however, to be an unusual amount of interest in proceedings. The Galveston people provided unusually good entertainment and did everything possible to demonstrate genuine Texas hospitality.

President V. H. Davidson, Galveston, was compelled to be absent at the opening of the meeting, as he was undergoing an operation, so Vice-president W. H. Killingsworth, San Antonio, presided. After the address of welcome on behalf of the civic authorities had been heard, I. H. Kempner gave the official address of welcome on behalf of the Galveston Cotton Exchange, the Board of Trade and other commercial interests. The vice-president responded.

The annual report of Secretary H. P. Dorsey was next read. Though there has been an increase in the surplus, it was shown that a slight decline in membership had occurred. The reports of the Arbitration Committee, the Appeals Committee and the Tri-State Appeal Committee were then heard. "Some of Our Transportation Problems" was the subject of an address by Clarence E. Gilmore, chairman of the Texas Railroad Commission, Austin, Texas. C. W. Griffin, Federal grain supervisor at Fort Worth, talked on "Objects and Aims of Federal Grain Supervision."

In the afternoon, the round table discussion commenced with the subject "Can a Better System for the Protection of the Producer and Handler of Grain Than the System of the Federal Grain Supervision be Established?" Following this there was informal debate on another subject which evoked more than ordinary interest—"What Are the Duties of the Buyer or Unloader of Grain to the Shipper on Grain Bought and Sold on Destination Terms, Especially as to Supplying Account Sales or Returns?"

The afternoon session was concluded with an address by Dr. J. W. T. Duvel on the work of the Grain Futures Administration in Washington. His address is printed on Page 749 of this issue. The rest of the afternoon was spent on the beach by most of the delegates, and in the evening there was entertainment in the form of dinner followed by a dance over the bathing pavilion.

June 15, 1928

On the second day, proceedings were opened with an informal discussion on "Should Standards for Grading Cane Seed Be Established by the Association Per the Report of the Committee Appointed Last Year?" R. L. Cole, Krum, spoke on "The Terminal Market Receiver, Broker or Miller to Whom We Like to Ship." The McNary-Haugen Bill then came in for a keen analysis and general condemnation at the able hands of Secretary Charles Quinn of the Grain Dealers National Association, Toledo, Ohio.

The following resolution, among others, was passed by the association:

Whereas, there is now pending in the House of Representatives at Washington, D. C., a certain Bill No. H. R. 13153, which is designed to protect the owners and holders of drafts with bills of lading attached, and other instruments sent through the banks for collection only, in the event of the failure of the collecting bank before remittances have been fully made for such collections. This is of vital importance and will greatly tend to stabilize the business necessarily conducted through the national banks of the country, therefore, be it

Resolved: By the Texas Grain Dealers Association in convention assembled at Galveston, Texas, that we urgently request the senators and representatives in Congress from the State of Texas to support said bill and insist upon its passage at the earliest possible moment; be it further

Resolved: That the secretary of this association be directed to send a copy of this resolution to each of the members of Congress from the State of Texas and the chairman of the banking committees of the Senate and House of Representatives.

The following were elected officers for the ensuing term: W. H. Killingsworth, president, San Antonio; L. C. McMurry, first vice-president, Pampa; Julius W. Jockusch, second vice-president; H. B. Dorsey, secretary-treasurer.

These officers and the following compose the directory: A. V. Nelson, Claude; Gaylord J. Stone, Fort Worth; R. E. Wendland, Temple.

After the adjournment of the annual meeting, the directors appointed the following committees:

Arbitration Committee: W. L. Newsom, Fort Worth, chairman; Oliver N. Hughston, Plano; E. C. Downman, Houston.

Arbitration Appeal Committee: J. S. Criswell, Graham; Harry L. Kearns, Amarillo; John M. Clement, Waco; Marvin C. Rall, Fort Worth.

Member Tri-State Appeal Committee: R. I. Merrill, Fort Worth.

Traffic Committee: Ben E. Clement, chairman, Waco; J. A. Simon, Fort Worth; Chas. P. Shearn, Jr., Houston; Paul H. Bimmerman, Dallas; H. B. Dorsey, Fort Worth.

Attorneys: Hyer & Christian, Fort Worth.

INDIANA DEALERS TO GO TO GARY

The mid-summer convention of the Indiana Grain Dealers Association will be held June 28 and 29. The place this year will be Gary, Ind., and the headquarters for the grain men will be the Hotel Gary. The convention will commence business at one o'clock in the afternoon on June 28.

Secretary Charles B. Riley says that there will be a good program, limited in volume, but highly important. There will also be entertainment and a banquet. A committee headed by President Walter M. Moore, Covington, and Ed Shepperd, Indianapolis, spent some time in Gary in April making the preliminary plans and receiving the assurance of the local authorities that every effort would be made to have the grain men feel at home while in the convention city.

"We hope to have many in attendance from both Illinois and Michigan," writes Mr. Riley, "as well as the members of the trade and their lady friends from this state."

CENTRAL FEED DEALERS MEET

The Central Retail Feed Dealers Association held its third annual convention at the Plankinton Hotel, Milwaukee, Wis., June 12 and 13. The proceedings were opened with an address by the mayor, welcoming the delegates. Mayor D. W. Hoan said that more freight was carried on the Great Lakes waterways than through all the canals of the world, and more freight tons were transported thus than over the Atlantic Ocean to Europe. He said that the City of Milwaukee owned its waterfront and was developing its wharves for storage, and he indicated his belief that every city on water frontage should develop its own port. He remarked that the Great Lakes returned a freight saving of over \$200,000,000 per year and that this reduced the cost of products to the consumer.

The president of the association, J. L. Kleckner, then spoke briefly, followed by the annual report of the secretary, David K. Steenbergh, in which he said, in part:

SECRETARY'S REPORT

On June 11 this year, we had 145 paid members and two new members and 16 old members who have not paid their dues or sent in resignations. This would make a total of 163 but it is doubtful whether some of the old members who have not paid will do so, so it is best to use a cash basis in our auditing

and say frankly that we have 145. This is 20 more than we had at the end of 1927. Eleven member dealers, three of whom discontinued the feed business, dropped their membership so that we added 31 new members for our net gain of 20.

During the past 11 months, since our last convention, we held nine district meetings at various places in Wisconsin and northern Illinois under the auspices of the Central Retail Feed Association. The original meetings at which local district clubs were organized were held at Neillsville, October 12, 1927, Wausau, October 28; Tomah, November 10; Madison, November 22; Beaver Dam, May 10, 1928, and Elgin, May 11. The Wausau District Dealers' Club also held two additional meetings, the last one of which was at Stevens Point, May 18. This same club is the most active of all in the association and will hold another meeting at Tomahawk probably on July 25. The Northern Illinois District Club will meet again at Geneva in July and the Beaver Dam District Club will hold its next session at Whitewater.

We might mention a few particular things which the association has done. Through the district meeting held at Neillsville, the association stopped an electric power company's plan to increase the demand charge for electric power which was contemplated in that territory. Through the secretary's office in co-operation with the Grain Dealers National Association and the United States Feed Distributors Association, several differences between dealers and shippers have been ironed out. In one case a dealer was paid \$2 per ton for feed which was not delivered in accordance with contract and in no case was it necessary to resort to arbitration although it would have been desirable in one case if the shipper concerned had been responsible.

The courts of law or arbitration cannot help any dealer who gets stuck through dealing with irresponsible people. Following up this thought we would like again to call the attention of our dealers and friends to the business necessity of always dealing with responsible people and to never take a chance with those whom you do not know to be such. Your secretary stands ready at all times to give you an opinion of any firm in whom you are interested and as a general rule we would say that a dealer can usually be safe in dealing with firms who are regular advertisers in the trade papers you receive.

Some dealers have complained that we have not been able to stop direct selling in their territories. We are frank to admit that this is true. We almost believe that it is practically impossible to stop all direct selling. Any dealer who believes that he can pay \$10 into the association for his dues and then have the association stop direct selling in his territory had better save the \$10. The association is interested in stopping direct selling.

TREASURER'S REPORT

The treasurer's report said, "At the time of the last audit of the books as of June 30, 1927, of the Central Retail Feed Association by F. Kern, chairman of the Auditing Committee, we had a balance in the bank of \$728.12. The total cash receipts for the remainder of the year 1927 amounted to \$2,043.95 and the total cash payments amounted to \$1,812.47, leaving a balance as of December 31, 1927, of \$466.62. The total cash receipts during 1928 to date were \$1,118.80 and the total cash payments \$655.99 which leaves a balance in the bank on June 11, 1928, of \$929.43."

Secretary Quinn of the national grain organization then spoke on arbitration and what it means, and he answered a number of questions relating to the subject. W. A. Stanard, secretary of the Eastern Federation of Feed Merchants, brought greetings from their association and an invitation to attend their meeting at Buffalo on June 27 and 28. The eastern organization is an older one than the Central Retail Feed Dealers Association and has been a recognized benefactor to the industry in the East for a long time.

At the afternoon session, a two-act play called "Four Thieves of Feed Profit" was presented by Messrs. Secer, Merrill, Porter and Dunn. This portrayed very graphically what will happen to the feed manufacturer or merchant who does not do consistent advertising but who is in a rut and depends upon "local evidence."

Following this the convention heard an address by W. E. Suits, Quaker Oats Company, Chicago, president of the American Feed Manufacturers Association, on the subject, "The Mixed Feed Industry." Mr. Suits pointed out that good pasturage should mean more mixed feed and that the combination was the most desirable thing the farmer could have. He advocated the manufacture and sale of a complete line of feeds and not a single product alone. He praised the various agricultural colleges and experimental stations and suggested that every dealer make a friend of extension workers. He pointed out that there always was enough bran in the country to feed each dairy cow only eight ounces per day and that the supplementary feeding was necessary.

After this address came a talk by ex-President D. W. McKercher on "Working Capital." J. A. Becker spoke on "Cost of Grinding" and George Spears on "Cost of Feed Mixing."

SECOND DAY'S SESSION

The address of Dr. S. Bohsted of the University of Wisconsin was one of the outstanding features of the convention. Thorough in research, practical in application, this scientist in the mineral values in feeding warned the convention that the question of right amount of minerals, and the right amount of protein formed the most important link in the feeding chain. He brought out the fact that seeds and grains do not supply the necessary minerals for proper feeding that is present in grass and therefore these ingredients must be introduced. The minerals that should find a place in balanced

rations are calcium, phosphorus, salt, iodine, manganese sulphur, iron, etc. Proportion is just as important as amount, and there should be no thought of economy in mixed feeds—they are too important for the proper development of stock.

Dr. Halpren of the University of Wisconsin addressed the convention on poultry feeders and interested his audience by stating that the time is coming when, through feeding, it will be possible to cut down if not totally eliminate, disease and poultry trouble.

The convention then went into executive session for the purpose of electing officers for the coming year.

THE GRAIN WORLD

WINTER WHEAT AREAS

THE Winter wheat area in 18 countries reporting for the 1928 harvest is 130,675,000 acres against 132,030,000 acres for the 1927 harvest.

THE first general crop report of the *Manitoba Free Press* dated May 19, 1928 states there is an increase in wheat acreage in all provinces of Canada that will average from 9 to 12 per cent, and a larger percentage of registered wheat has been seeded than ever before. Subsurface moisture conditions were reported as excellent, and while Alberta and Saskatchewan would be benefited by rain, there has been no loss from drifting.

EUROPEAN weather was mostly very cool with much rain in France, central Europe and Italy during the week ended May 24, but in the eastern countries the weather was clear and warmer, according to a cable from Acting Agricultural Commissioner L. V. Steere at Berlin. The rains were beneficial to the grain crops of central Europe but French crops had already suffered from cold and an over-abundance of moisture. Extensive plowing up of winter wheat and re-sowing to barley is reported in Bessarabia.

CROP conditions in Russia the first half of May showed little change from conditions as reported in April when they were given as nearly average but below last year. Conditions in the Volga region were below average. Weather conditions since the middle of May have been more favorable and there were helpful rains in the Ukraine. The progress of sowing of spring crops is reported as favorable although delayed.

A RUSSIAN government decree, according to *Economic Life*, emphasizes the necessity of issuing accurate information concerning crop conditions on the part of the local authorities. The latter are charged to report the true conditions as they are without biasing their estimate by local or departmental considerations. All information concerning grain and hay crops must be collected on the first and fifteenth of each month. The Central Statistical Bureau and its local organs are charged with this task. With a view of checking the accuracy of the information derived from primary statistical sources there are being established district and provincial expert commissions composed of representatives from different government departments, and co-operative and procuring organizations. The local government organs are to assist the Central Statistical Bureau in the task of collecting information concerning crop conditions.

WHEAT production in 1927 in 47 countries remains at 3,490,000,000 bushels against 3,353,000,000 bushels in 1926.

FEED GRAIN

SEEDING of feed grains is progressing favorably in Canada, according to the *Manitoba Free Press*. In Manitoba from 30 to 40 per cent of the coarse grains had been seeded by the middle of May, and the rest was expected to be in soon if the weather was favorable. In Saskatchewan from 45 to 50 per cent had been planted, with the soil in the best condition for germination and early growth. In Alberta about 30 per cent of the seeding had been done. At the same time last year a very small percentage of feed grains had been planted in Saskatchewan, where snow and rain interfered with operations, while in Manitoba sowing had not been begun. The season last year was regarded as two weeks later than usual.

RUSSIAN GRAIN PROCUREMENTS

RUSSIAN grain procurements for the season to May 15 are 12,043,000 short tons against 12,136,000 short tons for the same period last year, according to a cable from Acting Agricultural Commissioner Steere at Berlin. The total includes the revised estimate of procurements to April 1. Procurements during May 1927 amounted to 346,000 short tons and in June to 337,000. The new Russian grain handling organization is designed to continue the functions of the local and national state grain procurement agencies. Work is reported to have begun by the Commissariat of Trade and the "Khleboproduct" to put the new corporation into operation at the beginning of the new procuring cam-

paign in July, according to *Economic Life*. The reason given by the Commissariat of Trade for the consolidation is the unsatisfactory character of functioning side by side of the national and local government procuring organizations. The local administration was primarily interested in the work of the local procuring agencies, which fact was reflected unfavorably in the procurements of the national agency. This organization of the Russian procuring machinery acquires special importance in view of the charges of inefficiency levelled against it during the present campaign.—*Foreign Crops and Markets*.

THE Winter rye area for 1928 harvest in 13 countries remains at 26,859,000 acres against 26,273,000 acres in 1927.

TOTAL corn production in the 26 countries which have reported in 1927 now stands at 3,860,489,000 bushels, a decrease of 2.5 per cent from that of 1926, and 4.9 per cent from that of 1925.

TOTAL 1927 production of barley in the 49 countries which have reported now stands at 1,409,929,000 bushels, an increase of 5.4 per cent over that for 1926, and 1.2 per cent over that for 1925.

CANADIAN exports of barley during April were very small compared with those during April last year, or about 60,000 bushels against 2,750,000 bushels last year. During the week ended May 18, more than twice as much barley was shipped from the Western Grain Inspection Division of Canada as was received, or 2,272,000 bushels against 1,026,000 bushels. Since August 1 there have been only 19,865,000 bushels shipped compared with 33,228,000 bushels in the same time last year. In this period 19,805,000 bushels were received compared with 33,474,000 bushels last year.

GRAIN TRADE PATENTS

Bearing Date of March 27, 1928

Grain loader.—William C. Benjamin, Unity, Sask., Canada. Filed January 3, 1927. No. 1,663,825.

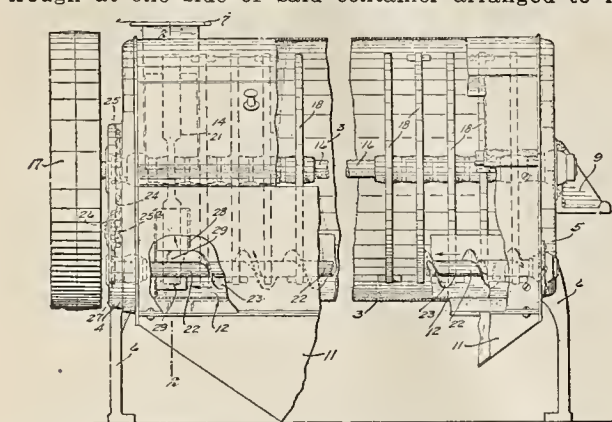
Bearing Date of April 3, 1928

Grain separator.—George W. Harer and Jacob J. Burri, Chicago, Ill. Filed December 22, 1924. No. 1,664,978.

Bearing Date of April 10, 1928

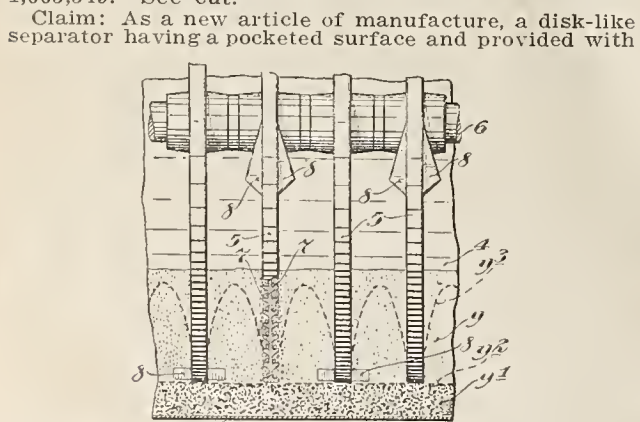
Disk separator.—Charles C. Ingraham, Minneapolis, Minn., assignor to Carter-Mayhew Manufacturing Company, Minneapolis, Minn., a corporation of Minnesota. Filed June 7, 1926. No. 1,665,548. See cut.

Claim: In a separator of the kind described, the combination with a container and a plurality of pocketed separating disks working therein, of a repeat trough at one side of said container arranged to receive commingled stock from certain of said disks, a conveyor working in said repeat trough and means at the delivery end of said repeat trough for delivering the returned stock therefrom directly back into the receiving end of said container.



Pocketed separating disk.—Charles C. Ingraham, Minneapolis, Minn., assignor to Carter-Mayhew Manufacturing Company, Minneapolis, Minn., a corporation of Minnesota. Filed June 7, 1926. No. 1,665,549. See cut.

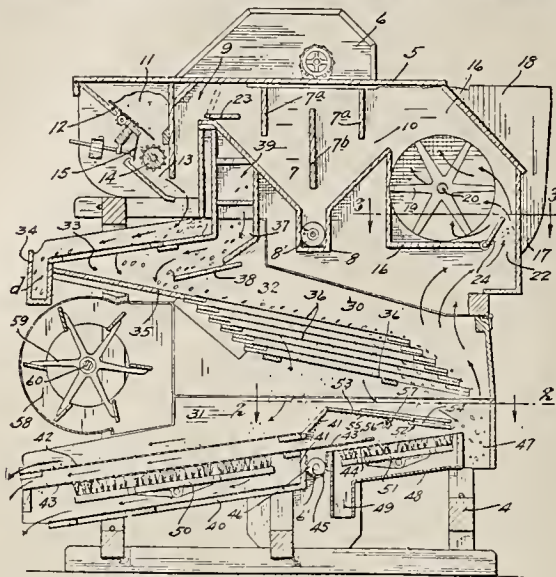
Claim: As a new article of manufacture, a disk-like separator having a pocketed surface and provided with



a laterally projecting agitating lug located close to its periphery and projecting from its pocketed surface.

Grain separator.—Clarence T. Thorbus, Minneapolis, Minn., assignor to Richardson Grain Separator Company, Minneapolis, Minn. Filed June 12, 1924. No. 1,665,756. See cut.

Claim: In a separator of the kind described, the combination with a gang of vibratory sieves, of upper and lower grading screens below said gang, a repeat screen underlying said gang of sieves, and an adjustable repeat board between said gang of sieves and

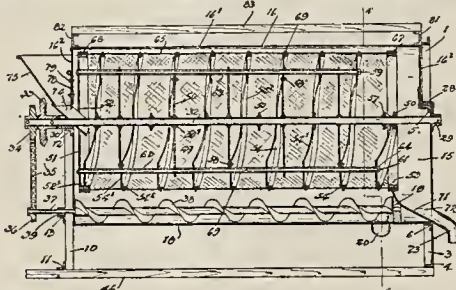


said repeat screen, operative to vary the extent of the delivery to said upper and lower grading screens of material passed through said gang, and lower grading screen having an imperforate receiving section extended under said adjustable repeat board.

Bearing Date of April 17, 1928

Grain cleaner.—Daniel Webster Detwiler, Rosebud, Alta., Canada. Filed May 27, 1927. No. 1,666,370. See cut.

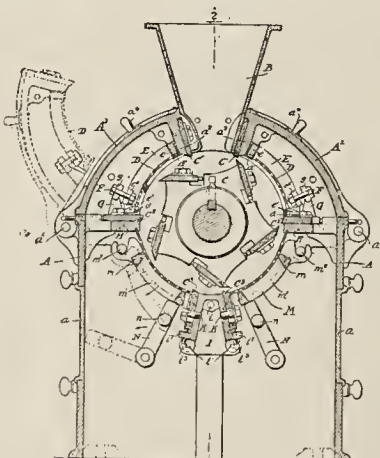
Claim: In a grain cleaning machine, the combination with a casing, of a rotatably mounted and driven shaft therein, a helical flange mounted concentrically to the shaft and spaced therefrom and having a clamping web and directed substantially at right angles to



the longitudinal axis of the shaft, means for rigidly supporting the flange from the shaft to cause it to rotate therewith, a cylindrical wire mesh screen enveloping the flange and bearing on the web, a helical member surrounding the screen, said screen being clamped between the helical member and the clamping web and means for feeding grain into one end of the screen.

Grain cracking machine.—Simon Snyder, Muncy, Pa., assignor to Sprout, Waldron & Co., Muncy, Pa., a corporation of Pennsylvania. Filed August 10, 1927. No. 1,666,797. See cut.

Claim: A grain cracking or reducing machine comprising a casing containing rotary knives and stationary knives spaced apart around the rotary knives and a superposed feed hopper; said casing comprising a lower member having mounted thereon upper mem-

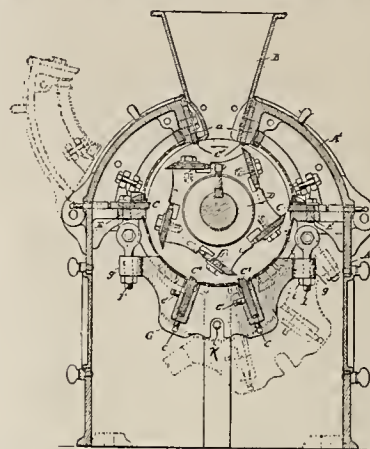


bers of segmental form each having its lower end hinged to the lower member and having secured on the inner side thereof a perforated plate or screen spaced from its inner wall so as to provide an accurate space for receiving granulated material; such material being caused to descend by gravity into the lower part of the casing.

Grain cracking machine.—Daniel B. Taggart, Muncy, Pa., assigned to Sprout, Waldron & Co., Muncy, Pa., a corporation of Pennsylvania. Filed August 10, 1927. No. 1,666,798. See cut.

Claim: The combination in a machine of the character described of a casing having a shaft revolubly mounted therein carrying rotary knives, stationary knives projecting inwardly from the casing into operative relation to the rotary knives, a stationary knife or knives supported below said rotary knives, and a

screen encircling the rotary knives and spaced from the casing above and below said shaft so as to provide a suitable space around the knives into which

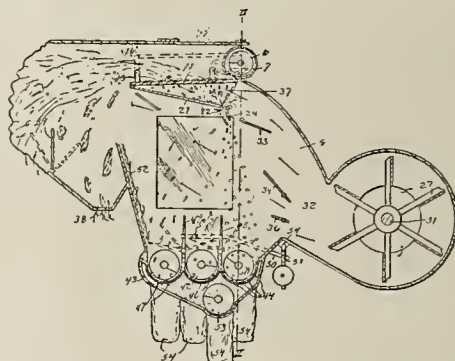


material may be thrown and caused to pass by gravity into the lower part of the casing.

Bearing Date of April 24, 1928

Grain separator.—Ernest S. Thompson, Porterville, Calif. Filed June 20, 1927. No. 1,667,611. See cut.

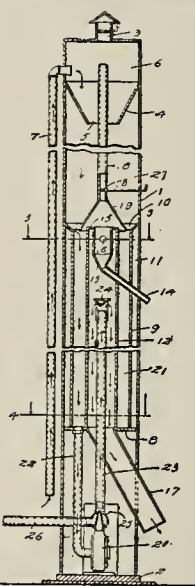
Claim: In a grain separator of the character described, a shaking screen adapted to have grain placed thereon, an inclined member positioned beneath said screen and adapted to receive the grain passing through said screen, a trap positioned at the lower ex-



tremity of said board, said trap comprising a stationary board and a movable plate resiliently held in spaced relation to said board, means for producing an air current through said screen and beneath said trap, for the purpose specified.

Process and apparatus for drying hay, grain, and the like.—Arthur W. Koon, Schriever, La. Filed March 30, 1926. No. 1,667,666. See cut.

Claim: A drying apparatus having inner and outer chambers, a blower, a pipe communicating with one of the chambers and with the discharge port of the blower, a second pipe communicating with the other



chamber and with the intake port of the blower, means for feeding material to said last named chamber, and a pipe for conducting a heating medium into said first pipe.

Bearing Date of May 1, 1928

Sweet Clover beater.—William Freund, Waterloo, Ill. Filed January 27, 1927. No. 1,668,064.

Grain door displacer.—Walter L. Mier, Ottumwa, Iowa. Filed March 29, 1926. No. 1,668,281.

Bearing Date of May 15, 1928

Method of disinfecting seeds.—Gosta Osvald, Stockholm, Sweden, assignor to Winthrop Chemical Company, Inc., New York, N. Y. Filed November 14, 1925, and in Sweden January 26, 1925. No. 1,670,980.

EXPORTS from Galveston, Texas, during May consisted of 30,800 bushels of wheat. Last year the exports during the same month were: Wheat, 1,287,900 bushels; barley, 94,011 bushels; kafir, 102,857 bushels.

FIELD SEEDS

HELPING THE EASTERN FARMER— WITH GOOD SEED

Seed dealers have long since learned that service is essential in building up a trade that will continue and grow. The Page Seed Company, Inc., of Greene, N. Y., has operated for 32 years on that basis.

The Page Seed Company, Inc., was started February 29, 1896, by the late E. L. Page and his wife as a partnership. At this time it was a retail and mail-order business but soon branched out to include wholesale. On September 1, 1902, the business was incorporated, and moved into new quar-

field seeds are also sold. The company was one of the early firms in the sale of ensilage seed corn in the state, and has built up a large trade in this commodity, and is rated as one of the large distributors of seed corn in the east.

Besides the wholesale end of the business, the company sends out thousands of cases of vegetable and flower seeds on consignments. While not growing any of its stocks at Greene, the company does contract directly with farmer growers and produces a large amount of the seeds shipped out. Contracts are also made with growers in this country and abroad for various kinds of seeds, that can be best produced in various places. A trial ground

pert, L. J. Boynton, has been with the company over 20 years. The other officers, and representatives have from two to 15 years of service to their credit. The present officers are: President, C. W. Gray; vice-president and sales manager, F. E. Webb; secretary and assistant manager, J. R. Page; treasurer and general manager, R. F. Elliott; assistant secretary and treasurer and commission box department manager, L. A. Page.

During the busy season 50 people are employed. Twelve men travel on the road during the spring, summer and fall selling seeds to the retail merchants.

The plant at Greene is well equipped to take care



THE HOUSE OF THE PAGE SEED COMPANY, GREENE, N. Y.



THE CHENANGO VALLEY SEED GARDEN

ters of its own. The first building was 40 by 62 feet, three stories high, containing 7,440 square feet. Since that date additions have been built so that the main building is 40 by 400 feet, and an adjoining building, 30 by 129 feet, giving a total floor space of 59,610 square feet.

The retail and mail-order or catalogue business was discontinued in 1907 and the firm now conducts a purely wholesale business. All kinds of vegetable seeds are handled. Flower seeds and some of the

is maintained at Greene, not for show or experimental purposes, but to test out the various stocks of seeds that the company grows or buys.

The personnel of the company is made of individuals that have given years of service, which shows for loyalty and interest. The office manager, Miss E. M. Windsor, has been associated with the company for 25 years. The veteran salesman and sales manager, F. E. Webb, has put in over 30 years of service. Another salesman, and seed corn ex-

of all business entrusted to them. The cleaning machinery and elevators are among the best in the country. With the railroad the company is enabled to make prompt shipments to all parts of the country. While not as large as some of the seed firms, The Page Seed Company does a large amount of business in all the Eastern States, from Maine to Virginia and Michigan. Sales have grown from a few hundred dollars to a quarter of million during the 30 odd years they have been in business.

INDIANA SEED LAB. KEEPS BUSY

Analyses of 1,416 official seed samples were made in 1927 by the Agricultural Experiment Station of Indiana and in addition 2,787 free test samples of seed were tested during the year. In its annual report, the station said that the seeds sampled during 1927 were of better quality than of the previous years, especially the Red Clover. A large part of the seed sold in the state could be improved greatly by proper cleaning. The number of noxious weed seeds per pound ranges from nothing to 169,850 in one class.

With the exception of Sweet Clover, the official samples of Red Clover, Alfalfa, Alsike Clover and Timothy show an increase in the number containing Canada thistle. Dodder was found in 23 per cent of the Red Clover samples and in 27.72 per cent of the Alfalfa samples.

The circular (No. 149), also contains the names of seedsmen handling seeds in the state and their rating.

MIS-LABELING SEED IN NEBRASKA

Much unhardy Alfalfa seed of southern origin is being mislabeled and sold to Nebraska farmers as good seed, according to evidence furnished to the state seed analyst of Nebraska, and from inspection of many samples of seed offered for sale.

Johnson grass seed has let the cat out of the bag. Johnson grass will not survive the winter in the northern latitudes, yet Alfalfa seed containing it is labeled "Northern Grown," "Northwestern Nebraska," "Utah," "Idaho," etc., and sold to farmers as such. The presence of Johnson grass seed in Alfalfa seed is a good indication that at least a large share of the seed was produced in the South.

Those responsible for the deception are not only doing a great harm to the legitimate seed trade, but are causing untold losses to farmers who buy the seed in good faith.

The planting of the southern seed has caused the loss of millions of dollars to farmers of Nebraska during the past few years. It has been established by experiments in all parts of the state and by the costly experiences of farmers that seed produced in southern United States is not winter hardy in Nebraska. This information has been broadcast

many times and to all parts of the state. The farmers are aware of the danger in using seed of questionable origin, yet they are rendered helpless when unhardy seed is offered to them under a label which indicates northern origin and winter hardiness.

If the fraudulent mislabeling of this seed meant only the loss to the farmer of the purchase price, it would not be so serious. Much greater losses are sustained through the waste of the time and labor in seed bed preparation, the loss of the use of the land for a year or two, and through the general disruption of crop rotation plans due to failure to obtain a permanent stand.

MORE ABOUT SWEET CLOVER

Sweet Clover will grow almost anywhere, providing there are more than 17 inches of rain and sufficient lime in the soil. However, in spite of the fact that Sweet Clover is a hardy plant, it is not always easy to get a stand, it is explained in a statement just issued by the Department of Agriculture.

In a new publication just issued by the United States Department of Agriculture as Leaflet 23-L, "Sweet Clover," some of the essentials of Sweet Clover culture and utilization are discussed by Dr. A. J. Pieters, agronomist of the Bureau of Plant Industry. A copy of the leaflet may be secured upon request.

NEW YORK SEED NEWS

By C. K. TRAFTON

Dullness usually expected in the New York seeds trade during the "between seasons" period steadily became more pronounced as the past month progressed and if it had not been for the prolongation of the season for lawn grass mixtures business would have been of negligible volume. Early in June the lack of animation was accentuated somewhat by the failure of the millet season to open up as well as in normal seasons, which was ascribed to the absence of consistently hot, dry weather. However, as steady improvement in this respect is a logical expectation it seems to be the consensus of opinion that the millet trade will soon assume

normal volume and will be followed by the usual opening of vetch and Crimson Clover seasons.

Fancy Kentucky Bluegrass was one of the "best sellers" during the month and was also the leader in advancing prices. The belated demand caught many dealers unprepared and when they attempted to replace sold-out stocks they found interior shippers very strong in their views and rather reluctant to part with old crop reserves owing to fears of an unsatisfactory outcome of the new crop. As a consequence an advance of 2½ cents occurred in the local basis, 21 pounds seed being quoted at 22.50 cents and 19 pounds seed at 21.50 cents. Only 90 bags were exported during the month, or about the same as during the preceeding month.

Redtop kept pace with Bluegrass in point of activity and at times was said to be moving even better and efforts of distributors to provide for last minute demand resulted in an advance in prices. The strength in Bluegrass had sympathetic effect, as did a holding tendency among shippers because of fears of an unsatisfactory new crop yield. Exports of 250 bags were reported, against none for the previous month.

Red Clover business was confined to small, scattering orders owing to the lateness of the season, but prices remained nominally unchanged at 30 cents for domestic seed and 24 cents duty-paid for imported. Indications are that the carry-over is somewhat larger than previously expected. The same condition appears to apply in Europe as the Czechoslovakian crop exceeded expectations and in addition there were unexpected late deliveries from Russia. About 1,700 bags arrived here from that country during the April-May period, but there were no additional arrivals during the past month.

Alsike remained nominally unchanged at 26 cents although business was seasonably dull and also in the face of lower advices from Europe, and especially from Germany, as a result of late arrivals from Russia and other producing sections.

Crimson Clover declined 1 cent, or to 18 cents, during the month, partly owing to prospects of a larger crop in the heavy producing sections of Tennessee, although this was partly offset by losses elsewhere as a result of winter-killing. In addition, reports were received of a larger total area in

(Continued on Page 783)



EASTERN

To deal in grain, feeds, etc., the A. R. Hopkins Corporation has been incorporated at Portland, Maine, capitalized at \$100,000. Carl C. Jones is president and C. A. Brown, treasurer.

The grain elevator and store of the P. Schwartz Company of New London, Conn., have been bought by the S. N. Ellis Company. The premises will be used for a wholesale grocery business.

The Eastern States Farmers Exchange, Boston, Mass., has bought property at West Springfield, Mass., and will spend \$200,000 in converting the present structure into an office building.

The Western Elevating Corporation of Buffalo, N. Y., of which George E. Pierce is president, has leased space in the Port Covington Elevator at Baltimore, Md., from the Western Maryland Railroad for 1,000,000 bushels grain.

The Evans Elevator Corporation of Buffalo, N. Y., has changed its name to the Reliance Elevators Corporation. It is working in conjunction with the Pierce Grain Corporation and the Western Elevating Association, Inc. The Evans Elevator will be operated by the Reliance firm as the Reliance Elevator.

THE DAKOTAS

A new office is being built for the Perch Grain & Fuel Company of Perth, N. D.

A new elevator being built at Whitewood, S. D., for the Farmers Union Elevator Company.

H. McLaughlin Elevator at Custer, S. D., has been bought by the Farmers Union Elevator Company.

An office is being built at the office of the Farmers Union Elevator Company at Grafton, S. D.

Lightning rods have been installed at the elevator of the Farmers Union Elevator Company at Hecla, S. D.

Richard Eisle of Dickinson, S. D., has let the contract for a 25,000-bushel elevator at Hecla, S. D.

The Farmers Union Elevator Company of Dickinson, N. D., has been making improvements on its elevator.

Peter Lux, for 15 years manager for the Western Lumber & Grain Company of Havelock, N. D., has resigned.

A new leg has been installed and other repairs made for the Farmers Elevator Company of Nansen, N. D.

A combination engine room and office is being built for the Perth Grain & Fuel Company of Perth, N. D.

J. G. Berg has resigned as manager of the elevator of the Western Terminal Elevator Company of Scotland, S. D.

A new Fairbanks-Morse Motor and head devices have been installed at Rockham, S. D., for the Atlas Elevator Company.

A 22-foot, 10-ton scale and Strong-Scott Air Dump have been installed for the L. C. Button Elevator Company at Platte, S. D.

A new elevator is to be built at Kadoka, S. D., for the Kadoka Equity Union Exchange. It will have capacity for 30,000 bushels.

A 15-ton scale, dump and electric motor have been installed in the elevators of James Carlon at Wagner, Armour and Lake Andes, S. D.

The Crooks Grain Company of Crooks, S. D., has made a number of improvements including the installation of a Monarch Attrition Mill.

The plant of the Farmers Elevator Company of Cresbard, S. D., has been bought by the Cresbard Grain Company who will remodel it.

An office has been opened at Aberdeen, S. D., on July 1 for E. S. Woodworth & Co., grain and mill-stuffs, in charge of Herbert F. Olson.

The Canning, S. D., elevator of Frank Pettyjohn has been bought by G. H. Kleinschmidt of Blunt. W. S. Nye will remain in charge temporarily.

The Manchester, S. D., elevator of the Atlas Elevator Company has been wired for lights and power. The old engine was taken to Holabird.

H. B. Freeborn is now manager for the Farmers Elevator Company of Willow Lake, S. D. He succeeds George B. Lee, who has gone with a Minneapolis grain commission house.

The Farmers Union Co-operative Elevator Company, Inc., has been incorporated at Harlow, N. D.,

capitalized at \$20,000. C. O. Lunde, O. P. Lalum, A. P. Lalum, A. Thompson, John Lysne, H. O. Knutson and Herman Hermanson are interested in the new firm.

M. O. Long has been made a superintendent of the Woodworth Elevator Company, Minneapolis. He has been with it 16 years and is manager also of the Egeland, N. D., elevator.

Capitalized at \$15,000, the Farmers Union Co-operative Elevator Company, Inc., has been formed at Eldridge, N. D. William Bennett, Peter Bohnenberger, George Spangler, J. R. Fairfield, Wm. Wegenke, Herman Urban and John Wall are interested.

OHIO AND MICHIGAN

A new storage plant will be built at Swanton, Ohio, for the Swanton Milling & Elevator Company.

The Kawkawlin Bean & Grain Company will rebuild its elevator at Kawkawlin, Mich., which burned.

A new corn cleaner has been installed by the Whitesville Elevator Company, Whitesville (Metamora p. o.), Ohio.

The elevator at Arcadia, Ohio, which L. R. Good bought recently, is being remodeled and improvements are being added.

The H. M. Crites Company of Ashville, Ohio, is making improvements on its elevator there and installing a sheller, manlift and other equipment.

The Gerald Grain Company of Gerald, Ohio, has bought the Naomi Grain Company at Naomi, (Wauseon p. o.), Ohio. Herman Warnke is manager.

The Harris Milling Company of Mount Pleasant, Mich., is erecting a 50,000 bushel elevator with 12 bins 10x10 feet, two elevator legs, cleaner and automatic scale.

Brown T. Craig is now manager of the grain and feed department of McClaughlin, Ward & Co., of Jackson, Mich. He was formerly a member of Walper & Craig of Britton, Mich.

The Green Creek Elevator at Green Creek (No p. o.) Ohio, has been bought from the Green Creek Elevator Company, which has operated it for the past nine years, by the Greensprings (Ohio) Co-operative Company of which Elmer Parker is manager. Both elevators will now be under one management.

IOWA

Wm. Lindberg will rebuild the elevator at Kiron, Iowa, which burned.

E. A. Highum is now manager for the Hunting Elevator Company of Chester, Iowa.

The coal sheds of the Farmers Elevator Company at Fort Dodge, Iowa, have been rebuilt.

A Fairbanks 10-ton scale and dump has been installed for F. E. Norstrum of Burnside, Iowa.

Herman Umland has resigned as manager of the Davenport Elevator Company of Harris, Iowa.

Fred Coats is now manager of the Farmers Lumber & Elevator Company at Farnhamville, Iowa.

The elevator of the Farmers Elevator Company of Rock Valley, Iowa, has been repaired. Owen Maning is manager.

The Granite Grain Company is operating the elevator at Granite, Iowa, which was formerly operated by C. M. Riley.

A grain and feed business has been established at Sioux City, Iowa, by E. A. Fields as the Fields Grain & Feed Company.

A 20,000-bushel annex is being built to the elevator of the Burt Grain Company of Goldfield, Iowa. Its main office is at Clarion.

The Garland (Morning Sun p. o.), Iowa, elevator, etc., has been bought by L. L. Peters who was high bidder at the auction sale of the property.

The William Grettenberg Grain Company, operating at Coon Rapids, Iowa, says that it expects to build another elevator this year, if crops are good.

To handle grain, livestock, etc., the North Western Improvement Company has renewed its articles

of incorporation at Boone, Iowa. W. C. Sparks is president and T. E. Fenton, secretary of the firm which is capitalized at \$25,000.

Improvements are being made to the property of the North Iowa Grain Company of Livermore, Iowa, including the installation of a 10-ton scale and new dump.

To buy and sell grain, produce, etc., A. A. Thompto, Inc., has been formed at Northwood, Iowa, capitalized at \$10,000. A. A. Thompto is president and manager.

The Jurgensen Grain Company and the Olin Lumber Company of Olin, Iowa, are succeeded by the recently incorporated Jurgensen Lumber & Grain Company, Inc., of Olin.

The contract for the 500,000-bushel addition to the Burlington Railroad's elevator at Council Bluffs, Iowa, has been given to the Burrell Engineering & Construction Company, Chicago, Ill.

M. Albert is president; S. W. Albert, secretary-treasurer of the Albert Grain Company at Montgomery, Iowa, which is capitalized at \$15,000. The company will deal in grain, seed, cereals, flour, feed, etc.

The Lewis Elevator Company's property at Lewis, Iowa, has been transferred by J. C. Kennedy to Harry Daulby of Hopkins, Mo., for a farm near Prescott. The new owner of the elevator will take charge July 1.

WESTERN

A bulk grain elevator is being built at Stratford, Calif., for Bud Blakeley.

The Farmers Union will lease the elevator to be constructed at Gillette, Wyo.

A new elevator is being built at Fairfield, Idaho. Its capacity is 80,000 bushels.

H. E. Seright is in charge of the Rocky Mountain Elevator at Moore, Mont.

The Idaho Bean & Elevator Company has filed a certificate of partnership at Billings, Mont.

The Farmers Grain & Milling Company, Douglas, Wash., will rebuild its elevator which burned.

B. M. Turner, Dayton, Wash., has sold his grain interests to Henry W. Collins Company of Pendleton.

A new truck dump and motor are to be installed for the Snell Bros. at Rosebud, Mont. E. Bryson is manager.

A 50-foot addition is being built to the warehouse of the Pacific Coast Elevator Company, Touchet, Wash.

New elevators are to be built at Circle, Brockway and Rim Rocks, Mont., for the Eastern Montana Elevator Company.

A warehouse is to be built at Govan, Wash., for the Farmers Warehouse Company, replacing the one which burned a year ago.

The Seldomridge Grain Company of Colorado Springs, Colo., has been incorporated to deal in grain and manufacture feeds.

A flat warehouse addition is being constructed for the Montpelier Grain Elevator, Montpelier, Calif., owned by local farmers.

The Peckham Elevator at Greeley, Colo., is to be remodeled. Thomas & Stewart recently bought it from the Weld Grain Company.

The Cheyenne Elevator Company will remodel the Denio-Barr Elevator at Wheatland, Wyo., which it bought, and build a new warehouse.

The Collingwood Grain Company of Vilas, Colo., has completed its new elevator. The company is also erecting a house at Saunders (Read p. o.), Colo.

Sam and Bill Pipkin have awarded the contract for a new elevator at Clovis, N. M. It will cost \$35,000 and will be known as the Plains Elevator.

A warehouse and additional grain elevator tanks are to be built for the Gem Milling Company of Spanish Fork, Utah. The warehouse will be two stories. The new storage bins will have capacity for 25,000 bushels.

The plant of the Cascade Milling & Elevator Company at Manhattan, Mont., has been bought by E. M. Wright who will do a wholesale and retail feed, seed and grain business. Mr. Wright for the past 11 years was manager for the Cascade com-

pany at Manhattan and prior thereto was for eight years manager of the Fargo Mill Company of Fargo, N. D.

The Oregon Elevator Company of Denver, Colo. has been granted an Oregon permit, to deal in grain, flour, feed, meal, etc. Its capital stock is \$100,000.

An addition costing \$100,000 is to be built to the elevators of the Royal Milling Company at Ogden, Utah, increasing the capacity from 400,000 to 700,000 bushels.

C. C. Isely and F. B. Moomaw have changed the name of their company at Walsh, Colo., which they operated as the Walsh Grain Company to the Moomaw Grain Company.

The Rocklyn, Wash., elevator of the Seattle Grain Company has been purchased by the Rear-dan Grain & Milling Company. A 25,000 bushel elevator will be erected.

An 80,000-bushel wood structure is being built for the Almira Farmers Warehouse & Elevator Company of Wilbur, Wash., on the site of the 110,000-bushel elevator which burned.

An interest in the grain business of E. L. Perkins at Harrington, Wash., has been bought by G. C. Schoonover of Odessa. The firm will be known as the Perkins-Schoonover Grain Company, Inc.

The John S. Metcalf Company of Chicago, has been chosen to draw plans and specifications for grain handling equipment and machinery for a 1,000,000-bushel elevator at Smith's Cove, Seattle, Wash., for the Seattle Port Commission.

The Greybull Elevator Company has been incorporated at Greybull, Wyo., and has taken over the Flitner Elevator and will do a general elevator business and grain handling. The company plans to erect a large warehouse to be used as a cleaning plant and storage room for beans.

The warehouses of the Davenport Grain Company at Davenport, Wash., and Omans, Wash., have been bought by the Washington Grain & Milling Company of Reardan. The Washington company has leased the warehouse of the Flour Company for several years and this expires June 30 of this year.

MISSOURI, KANSAS AND NEBRASKA

The Gano Elevator at Fowler, Kan., has been remodeled.

The elevator at Ashton, Kan., has been leased by U. S. Kistler of Salina.

The Bradshaw-Hart Elevator at Jamestown, Kan., has been remodeled.

Carl E. Johnson has taken charge of the elevator at Dwight, Kan., which he bought.

The Nye-Jenks Elevator at Filley, Neb., which burned in the spring, will be rebuilt.

A new motor has been installed in the elevator of B. H. Fessenden at Hillsdale, Kan.

Clyde Coons succeeds Ray Evans as manager of the L. A. Coons Elevator at Hopewell, Kan.

A new elevator is to be built at Inland, Neb., for the Farmers Union Co-operative Association.

Lightning protection has been installed on the Farmers Grain Company's elevator located at Barnard, Mo.

Frank Reel of McCook has bought the elevator of the Morris Grain Company located at Heartwell, Neb.

A new 15-ton scale is being installed in the elevator of the Holmquist Elevator Company of Blair, Neb.

A new 10-horsepower electric motor has been installed for the Farmers Grain Company of Walton, Kan.

Wilson & Wilson have sold their elevator at Pendennis, Kan., to the C. D. Sharp Grain Company.

The new coal shed of the Farmers Union Elevator Company at Niobrara, Neb., has been completed.

The retail grain and coal business of M. S. Hardesty at Weston, Mo., has been bought by W. M. Hall.

A 15-horsepower electric Fairbanks-Morse Motor has been bought by the Ogan Elevator Company of Sedgwick, Kan.

The business of W. T. Fried has been taken over at Beemer, Neb., by the Nye & Jenks Lumber & Grain Company.

An addition is being built to the elevator of J. H. Magruder of Trousdale, Kan., doubling the storage capacity.

An auto truck dump has been installed in the elevator of the Herington Grain & Feed Company of Herington, Kan.

Two new electric motors have been installed in the elevator of the Marion Co-operative Company of Marion, Kan. The company bought the ele-

vator from the Durby Grain Company. A new gravity dump has been added. M. E. Pierce is manager.

The David City, Neb., elevator of the Nye & Jenks Grain Company is being improved. Fred Riegel is manager.

Lightning protection has been installed on the elevator of the Farmers Grain & Supply Company of Great Bend, Kan.

The elevator of the Collinwood Grain Company at Haviland, Kan., has been bought by the Dunbar Grain Company.

Repairs are being made to the elevator tanks of the Wichita (Kan.) Flour Mills Company which are also being relined.

The East Elevator at Rosemont, Neb., has been opened by McCoy & Koehler with John Thompson of Cowles as manager.

Both elevators at Calista, Kan., are owned by the McClellon Grain Company. A new foundation will be put under one elevator.

The Hanover Grain, Feed & Coal Company, Hanover, Kan., has bought the grain and coal business of Ferguson & Spence.

The elevator of the Miller Grain Company of Kinsley, Kan., has been overhauled and an addition built to the coal sheds.

The capacity of the Ryus (Santanta p. o.), Kan., elevator of the Security Elevator Company has been increased and remodeled.

The elevator of the Farmers Co-operative Elevator Company of Nickerson, Kan., has been equipped with new cups and belts.

A 40x60 foot storage building covered with sheet iron is being erected at Arlington, Neb., for the Farmers Grain & Lumber Company.

A grain elevator and loading plant are being built at Pratt, Kan., for the Pratt Equity Exchange. Its capacity is from 3,000 to 4,000 bushels.

Frank J. McDermott is superintendent of the Norris Elevator at Kansas City, Mo., owned and operated by the Norris Grain Company.

The two elevators of Guy Sitton at Iuka, Kan., have been bought by Bruce and Harold Carlton. They will be managed by Harold Carlton.

A 16,000-bushel elevator is being built at Crawford, Neb., for Lee Hallsted, formerly with the Hay Springs Grain Company of Hay Springs, Neb.

A truck scale is to be installed in the elevator of the Juniata Grain & Livestock Association, Juniata, Neb., of which E. P. Hubbard is manager.

W. S. Greer is rebuilding the elevator at Cairo (Cunningham p. o.), Kan., which he moved from Preston, Kan. He is also installing a truck scale.

The Ralston Elevator Company has been incorporated at Ralston, Neb., capitalized at \$10,000. Otto Ericksen and Anna Ericksen are interested.

The elevator of Charles H. Graham at Smithfield, Neb., has been bought by the Smithfield Equity Exchange. It will replace the elevator which burned.

Capitalized at \$10,000, the Madden Grain & Seed Company has been incorporated at Salina, Kan. The firm will handle all kinds of grain, feed and flour.

The Farmers Grain & Supply Company, newly organized at Dodge City, Kan., is to build a 10,000-bushel elevator there. W. F. Ward is to be manager.

The Mitchell County Farmers Union has installed new cleaners in its elevators at Beloit, Kan., Cauker City, Hunter, Scottsville, Tipton and Glen Elder.

The elevator of the Southwest Grain Company at Murdock, Kan., has been sold to the Red Star Milling Company of Wichita. M. A. Richardson is manager.

The capacity of the elevator of the Ulysses Grain Company of which Dan C. Sullivan is manager at Ulysses, Kan., is being increased from 15,000 to 30,000 bushels.

A 450,000-bushel addition is being built to the elevator of the Willis Norton Company at Topeka, Kan. The Jones-Hettelsater Construction Company has the contract.

The Cimarron (Kan.) Grain Company owned by C. C. Isely has been taken over by the Cimarron Co-operative Equity Exchange. The Isely Elevator had capacity of 12,000 bushels.

C. F. McDonald has interested capital in the erection of a terminal elevator at Santanta, Kan. Plans have been completed for a grain elevator with capacity from 100,000 to 150,000 bushels' capacity.

The elevator of the Walker-Warner Mercantile Company at Pierceville, Kan., more recently operated by the Smith Mercantile Company, has been bought by the Security Elevator Company of Hutchinson.

The Pain Bros.' elevator at Lyons, Neb., has been equipped with 15-ton Fairbanks Morse Truck

Scales; also pneumatic truck lift and driveway has been rebuilt. Electric power may replace gasoline engine in the elevator.

The Home Grain Company has been formed at Cheney, Kan., by the Dewey Mercantile Company and the White Grain Company. Both elevators will be improved and operated.

A 250,000-bushel elevator addition and headhouse will be built for the Nebraska Consolidated Mills Company at Omaha, Neb. A. R. Kinney is president. With this storage the capacity of the company will be 400,000 bushels.

MINNESOTA AND WISCONSIN

The Gillespie Elevator at Stephen, Minn., has been bought by H. Ostbye.

On June 2 the Farmers Elevator at Peterson, Minn., closed for the season.

A grain elevator and warehouse will be built at Abbotsford, Wis., by E. J. Crane.

H. Smested has resigned as manager for the Farmers Elevator at Dovray, Minn.

A. Wilkins has resigned as manager of the Farmers Elevator Company of Aldrich, Minn.

The Pennock Farmers Elevator Company of Pennock, Minn., will liquidate its affairs and discontinue operations.

Freeman Hawkins succeeds W. F. Mara as manager of the Howard Lake (Minn.) Farmers Co-operative Elevator.

The interest of M. Heinzen in the Independent Elevator at Madison, Minn., has been bought by Leonard H. Jacobson.

The Great Western Elevator at Madison, Minn., is under the management of C. W. Krogstad, until recently at Boyd with the same firm.

O. H. Hoveland succeeded H. F. Lickfett as manager of the Farmers Elevator Company at Winthrop, Minn. Mr. Hoveland has been manager for the Pacific Grain Company for two years.

To conduct grain elevators and a grain business, the Holloway Market Company, Inc., has been incorporated at Holloway, Minn. Its capital stock is \$15,000. George F. Brown, F. J. Larson, H. Kerr, C. C. Larson and J. L. Hoveland are directors.

The Livengood Grain Elevator at Alton, Ill., has gone out of business.

The Farmers Elevator at Elmhurst, Ill., has rebuilt its coal shed.

The Hannah Elevator at Alvin, Ill., has been rented by George Merriitt.

The Astoria (Ill.) Farmers Grain & Service Company has been reorganized.

Otto Krenz is manager of the Farmers Elevator Company at West Brooklyn, Ill.

The Saunemin (Ill.) Elevator Company plans to build a grain elevator at Scovel.

The elevator of the Woodhull Grain Company at Woodhull, Ill., has been repaired.

A 15-horsepower electric motor has been installed in elevator of C. Gambrel of Waynesville, Ill.

The Farmers Elevator at Somonauk, Ill., has been equipped with new truck dump and scales.

An electric motor has been installed for the Farmers Elevator Company of Deer Creek, Ill.

A new 10-ton truck scale has been installed in the elevator of George W. Banks & Son of Kirkland, Ill.

Mr. Fowler is now manager of the Bader & Co. Elevator at Prairie City, Ill., succeeding S. J. Krieder.

Extensive repairs have been made by the Sidell Grain Company of Sidell, Ill., including new office and scales.

Elijah Neeham has taken charge of the Hofstetter Elevator at Jacksonville, Ill. He will conduct a grain business.

James Taylor has bought the elevator of Gordon Hannah at Elwood, Ill., which he has been operating for several months.

A new \$50,000 warehouse is to be built at Homewood, Ill., for Fred Hibbling & Son. The company handles grain and feed.

The shelling and cleaning warehouse of the Samuel Hastings Company at Cairo, Ill., adjoining the elevator, has been rebuilt.

The elevator of the Wing Grain Company, Wing, Ill., has been repaired. The North Elevator has been rebuilt and new manlift installed.

Virgil Wilky is now with the Farmers Elevator Company of El Paso, Ill., as manager. He was formerly in charge of the El Paso Milling Company of Venona, Ill.

Additional storage space is being built for the Plainfield Grain Company, Frontenac (Naperville p. o.), Ill. New machinery, including a Munson Attrition Mill with two 50-horsepower motors, ear-

corn crusher, air lift truck dump, two 7½-horsepower electric motors and 15-horsepower motor for ear corn crusher.

The Veninga-Newell Grain Company has sold the 200,000-bushel Belt Elevator at East St. Louis, Ill., to the Langenberg Bros. Grain Company.

Henry Asselmier is now manager of the elevator of the Nanson Commission Company at Fountain (Valmeyer p. o.), Ill. This company bought it from the receivership of the Columbia Star Milling Company.

SOUTHERN AND SOUTHWESTERN

A grain elevator is being built at Weatherford, Okla., for P. E. Friesen.

An elevator may be built for the farmers of Idalou, Texas, this season.

A 15,000-bushel elevator is to be built at Keyes, Okla., for the Oklahoma Wheat Pool.

A new elevator is being built at Stinnett, Texas, for the Borger-Morrow Grain Company.

The Graham Mill & Elevator Company is building a new plant at Throckmorton, Texas.

The L. O. and H. L. Street Elevator at Supply, Okla., has been bought by Lloyd Dungan.

The elevator of the Farmers Elevator Company at Dover, Okla., has been leased to Oscar Robinson.

A 10-ton truck scale is being installed for the Farmers Elevator Company operating at Pocasset, Okla.

Two of the elevators of the Enid Milling Company at Goltry, Okla., have been bought by Elmer Estill.

Improvements are being made to the Braman, Okla., plant of the Perry (Okla.) Mill & Elevator Company.

A new elevator is being built at Floris (Forgan p. o.), Okla., by George Probst with capacity of 10,000 bushels.

A new brick office and storage addition has been completed at Clinton, Okla., for the Farmers Co-operative Elevator Company.

An elevator at Reno, Okla., is being replaced by the El Reno Mill & Elevator Company to replace the one which burned.

The El Reno, Okla., is being replaced by the El Reno Mill & Elevator Company to replace the one which burned.

The T. Patton Grain Company has sold its Glazier, Texas, elevator to the C. B. Cozart Grain Company at Amarillo, Texas.

W. M. Black is again manager for the Farmer Elevator Company of Arapaho, Okla. He resigned this position a year ago to go to California.

The Perry Burrus Elevators at Dallas, Texas, have increased their capital stock to \$325,000 common stock and \$25,000 preferred stock.

The elevator of the Geo. Burgen Grain Company at Billings, Okla., has been sold to Wm. Hayton & Son, who now own two elevators there.

A series of concrete tanks for coal storage is being built for Edward Oehrle, hay, grain and coal dealer at Audubon Park, near Louisville, Ky.

Claude Nicholson is now manager of the grain department of the Pillsbury Mill of Enid, Okla. He was for eight years in the grain business at Enid.

Frank Davis, I. Hochwald and G. Edmonson have incorporated at Marshall, Texas, as the Marshall Mill & Elevator Company. Its capital stock is \$250,000.

The Great West Mill & Elevator Company of Amarillo, Texas, has completed its new elevator addition, which gives it capacity of 1,250,000 bushels at Amarillo.

The new storage unit of the Harvest Queen Mill & Elevator Company of Plainview, Texas, has been completed. It brings the total capacity of the elevator to 1,000,000 bushels.

A branch has been opened at Plainview, Texas, by A. P. Hughston, owner of the Hughston Grain Company of Plano. I. T. Hughston will be associated with his father there.

L. T. Cofer is manager for the Lubbock (Texas) Elevators for the J. C. Crouch Grain Company. He was formerly with the Crystal Palace Flouring Mills, of Weatherford, Texas.

The Farmers Wheat Growers Association has taken over the Rich Elevator at Laverne, Okla., formerly the Duval-Sappington Elevator. George Dain is in charge as manager.

The Farmers Elevator at Dover, Okla., has been leased by the Robinson Grain Company of Enid, Okla. The company has five elevators now, one at Gage, Dover, Yewed and two at Lambert.

The plants and business of the W. S. Jenkins Grain Company at Leesburg and Ashburn, Va., have been bought by the recently incorporated Leesburg Grain & Feed Company, Inc. Some of

the stockholders in the old company will retain their interest in the new but Mr. Jenkins after 40 years in business will retire. C. L. Adams will have charge.

C. O. Nickell is to be manager for the W. B. Johnston Elevator at Alva, Okla. He was formerly traffic manager for Mr. Johnston in the Enid office where he is succeeded by W. G. Williams.

The elevator of L. O. Street at Lovedale (Salt Springs p. o.), Okla., has been bought by Lee Butcher, formerly manager of the Farmers Co-operative Grain & Supply Association of Selman.

Incorporation papers have been filed by Dorsey Bros. & Fisher at Carlisle, Ky., capitalized at \$48,000. The company will deal in grain, lumber and coal. W. I. H. A., S. A. Dorsey and C. H. Fisher are interested.

Samuel M. Fleming, Jr., is to conduct the grain business at Franklin, Tenn., formerly conducted by his father, the late S. M. Fleming, Sr. Chapman Anderson and Frank Wilhoit will be associated with him.

The James Stewart Corporation, Chicago, is making plans for enlarging and improving the Texas City Elevator at Texas City, Texas. The workinghouse will be remodeled and enlarged; a modern shipping gallery will be installed and additional storage bins provided.

INDIANA

The Central States Grain Co-operative, Inc., has been incorporated at Indianapolis, Ind.

Papers of preliminary dissolution have been filed by the Mattheus Schnaible Grain Company of Lafayette, Ind.

The interest of H. J. Berry in the National Elevator Company at Indianapolis, Ind., has been bought by J. W. Jordan.

The elevator and mill of the Princeton Milling Company located at Princeton, Ind., were bought at a receiver's sale by M. J. Welborn.

The A. B. Martin Grain Company has been incorporated at La Fontaine and has bought the Sweetser (Ind.) Co-operative Elevator.

Frank Pyle has resigned as manager of the Farmers Grain Elevator at Anderson, Ind., and will go to Peru where he will manage an elevator.

Frank Dowling is now manager for the Farmers Grain & Coal Company at Frankton, Ind. He was formerly with the Jay Elevator at Elwood.

The Hartford City Grain & Milling Company of Hartford City, Ind., has been bought by V. C. Riggs of Millgrove from Charles Glamme, liquidating

agent for the Blackford County Bank. The new owner will operate a feed mill, and sell feeds of all kinds and coal.

The interest of his partner in the grain firm of Farden & Jacobs at Freeland Park, Ind., has been bought by Millard Farden who is now sole owner.

A new grain elevator is to be built at Johnson, near Boonville, Ind., for Higginbotham, Antel & Garrett, and will be ready for operation in the fall.

H. H. Deam is no longer actively associated with the Studebaker Grain & Seed Company, Bluffton, Ind. He is still the official secretary. A. B. Cline is president.

The Peru Grain & Coal Company has been incorporated at Peru, Ind., capitalized at \$20,000. The firm recently bought the Farmers Co-operative Elevator there.

The Elevator Realty Company, Indianapolis, Ind., which is in the hands of a receiver with an elevator at Beech Grove will be sold under orders from Receiver U. S. Lesh.

The elevator at Greenfield, Ind., of Wm. Roepke & Co., of Indianapolis has been bought by Otto Rettig & Son. This elevator was formerly owned by the Rettigs but was sold three years ago to the Indianapolis firm.

The elevator of James Hanna at Willow Branch, Ind., has been bought by Baxter McBane, G. B. McBane and Huston Granfill. It will be operated by them as the Willow Branch Grain Company with G. B. McBane, manager.

CANADA

The Krause Milling Company will build an elevator and mill at Radway Center, B. C.

A 2,000,000-bushel elevator is to be erected for the Port of Quebec and the contract awarded.

A grain elevator is to be built at St. Boniface, Man., for the Canada West Grain Company.

The Alberta Wheat Pool has renewed its lease on Harbor Board Elevator No. 2 at Vancouver, B. C.

The Midland & Pacific Elevator Company of North Vancouver, B. C., has been given permit for the erection of a 500,000-bushel elevator on Burrard Inlet.

E. G. DeGray is manager of the Toronto, Ont., office of the Canadian Wheat Pool, succeeding Gordon C. Leitch who is resigning to become manager of the new Toronto, Ont., plant of the Canada Malt- ing Company. Mr. DeGray has been in charge of the Saskatchewan Wheat Pool's 2,000,000-bushel elevator at Buffalo, where he is succeeded by H. C. Wilson.

FIRES-CASUALTIES

North Baltimore, Md.—Fire damaged the elevator of Fred Kalmbach.

Alexander, Man.—Fire on May 30 destroyed the Manitoba Wheat Pool Elevator.

Edholm, Neb.—The property of the Dawson Grain Company was damaged by fire.

Milligan, Neb.—The elevator owned by A. Kassik & Sons was destroyed by fire.

Diamond City, Alta.—The elevator of the Ellison Milling Company burned on May 20.

DeGraff, Minn.—The elevator here owned by George W. Welch was destroyed by fire.

Hebron, Conn.—Fire destroyed the main building of the Amston Grain Company on May 8.

Rock Valley, Iowa.—A loss of \$10,000 was caused by fire at the Hunting Grain Elevator here.

Albert, Kan.—Fire destroyed the grain office of the L. R. French Grain Elevator on May 24.

Lincoln, Neb.—The feed mill and office of the Breslow Grain Company were destroyed by fire.

South Bend, Neb.—Fire destroyed the 12,000-bushel elevator of the Glen F. Weaver Grain Company.

Plunkett, Sask.—Fire damaged the elevator here of the Saskatchewan Wheat Pool with a \$40,000 loss.

Kremlin, Okla.—Fire of unknown origin slightly damaged the elevator of V. L. Goltry at this place on June 1.

Ewart, Iowa.—The elevator here owned by Paul Peterson of Montezuma, Iowa, was destroyed recently by fire.

Copenhagen, Neb.—Fire destroyed the elevator owned and operated by the MacCall Webster Elevator Company. Francis Crisp believed the fire

resulted from spontaneous combustion. It was partly covered by insurance.

Lyons, Kan.—Fire on April 30 damaged the Frisco Elevator of the Central Kansas Milling Company.

Fowler, Ind.—The Lochiel Seed House, owned by the Chavis Seed Company, burned with a loss of \$2,000.

Vienna, S. D.—The elevator of the Farmers Elevator Company was slightly damaged by fire on May 13.

Binghamton, N. Y.—The building of E. W. Conklin & Son, seed distributors, was damaged by fire recently.

South Pasadena, Calif.—Fire damaged the Kingsbaker Feed & Fuel Yard. E. E. Cohn is manager of the property.

Oil City, Pa.—Fire on May 10 destroyed the feed store of Clyde D. Duffee and considerable other property there.

Columbus, Ohio. — Fire caused by a hot box slightly damaged the plant of the Weisheimer Bros. on May 25.

Rolla, Kan.—Fire on May 23 destroyed the elevator of the Security Elevator Company with a \$15,000 loss. It will be rebuilt.

Houston, Texas.—Fire on May 29 destroyed the building of the Saint Grain Company with a \$100,000 loss. About 30,000 bushels grain were also destroyed.

Sibley, Ill.—The elevator of the Moore Grain Company burned. The loss included the office and feed mill. The loss amounted to \$8,500 covered by insurance.

Fallon, Mont. — The Eastern Montana Elevator here containing 5,000 bushels grain was burned. It

was partly insured. The company will build a new elevator. Albert Lund is manager.

Sandborn, N. D.—The Andrews Grain Elevator and 4,500 bushels of grain were destroyed by fire with a loss of \$20,000.

Sudan, Texas.—Fire of unknown origin totally destroyed the grain warehouse of F. Z. Payne of this place on May 22.

Wichita, Kan.—The plant of the Commerce Mill & Elevator Company was damaged by fire of unknown origin on June 1.

Cherokee, Kan.—The elevator of the Kelso Grain Company was slightly damaged by a fire caused by a hot box on May 28.

Langley Prairie, B. C.—The plant of the Vancouver Milling & Grain Company was damaged by a general fire on May 21.

Penngrove, Calif.—Fire damaged to the extent of \$1,500, the property of the Evert Produce Company, feed and grain dealers.

Kentland, Ind.—The Ainsworth-Boone Seed Corn Warehouse burned on May 31, with a \$65,000 loss. The origin was unknown.

Tobias (Marion p. o.), Ohio.—Fire destroyed the Himla, Lykins & Monnette Elevator with a \$12,000 loss. It was partly insured.

Dorsey, Ill.—One of the C. B. Mundy Elevators burned. The loss was \$15,000. Lightning is believed to have caused the fire.

Louisville, Ky.—The plant of the Southern Seed Company burned. The loss on building and machinery was \$25,000; on stock, \$25,000. E. C. Foltz

is president and treasurer of the firm. Repairs were made immediately.

Quinter, Kan.—Fire from electrical causes slightly damaged the elevator of the Robinson-Wyatt Grain Company recently.

Emporia, Kan.—Fire caused by a short circuit in the wiring in motor slightly damaged the elevator of the Lord Grain Company, May 31.

Kokomo, Ind.—The plant of the Morrisson & Thompson Company suffered a small loss caused by fire of unknown origin on May 24.

Hayre, Mont.—The Lohman Grain Elevator near here burned recently with more than 10,000 bushels grain. The fire was of unknown origin.

Morrill, Neb.—Fire destroyed W. R. Preston's elevator operated by John R. Jirson. The loss was \$11,000. The house contained 3,500 bushels wheat.

Mitchell, Neb.—Fire destroyed the Fred Retsch Feed Barn and Elevator here with a loss of \$15,000. The insurance on machinery was \$3,000 and on building \$3,000.

Minco, Okla.—The elevator of the El Reno Mill & Elevator Company was destroyed by fire with a \$5,000 loss on the elevator and like amount on stock.

McGirk, Mo.—Fire, caused by a explosion in a gasoline storage tank, destroyed the Farmers Elevator Company's plant. A new elevator will be erected right away.

Emerado, N. D.—The plant of the Emerado Farmers Co-operative Elevator Company was damaged by fire. A spark from a passing locomotive is believed to have caused the fire.

C. D. and George A. Francis are interested. The Highway Feed Company, Montavilla Feed Company and the Francis Feed Company merged and bought the property formerly used by the Portland Seed Company.

The interest held by C. J. Rooker in the hay and feed business at Minocqua, Wis., has been sold to A. O. Dorwin & Co.

A store dealing in seeds, feeds, etc., in charge of W. J. Tron has been opened by the Farmers Union of Manhattan, Kan.

The Kay-Dee Seed Company has been incorporated at Sioux City, Iowa, to deal in livestock feed. Capital stock is \$25,000.

Feed equipment has been installed for the Fleischman Malting Company at Okabena, Edgerton and Minnesota Lake, Minn.

The Bruno Farmers Feed Association has been incorporated at Bruno, Minn. J. H. Jill, Henry Brandt and Frank Olson are interested.

The contract has been let by the Union Supply Company for its feed mill at Burbank, Calif. The building and equipment will cost \$20,000.

T. W. Finnegan and William D. Russell have incorporated the Finnegan & Russell Feed Company of Vancouver, Wash. Its capital stock is \$50,000.

The Texas Stockman's Supply Company of San Angelo, Texas, has made plans for establishing a dairy ration feed manufacturing plant. H. O. Byrd is manager.

The Eureka Feed Company has been incorporated at Indianapolis, Ind., capitalized at \$10,000. E. A. Macbeth, Charles Blakely and Mabel A. Thrasher are interested.

Henry Mueller, F. W. Huber and Fred E. List have incorporated at San Antonio, Texas, as the Harlandale Feed & Seed Company. Its capital stock is \$3,000.

The Bryant Store, formerly known as the Central Feed & Grocery Company at Bryant, Wash., has been bought from E. M. Floyd by Arthur Ware and his sister, Mrs. Dele Hofield.

The Pedigo-Jordan Feed Company, recently incorporated at Beaumont, Texas, is contemplating the establishment of a feed store. C. A. Pedigo and R. W. Jordan are interested.

Incorporation papers are being filed by the Quisenberry Feed Company at Buffalo, N. Y., capitalized at \$10,000. G. Schierer and J. E. Musgrave are interested.

The West Side Seed & Feed Company has been incorporated at Evansville, Ind., to operate a retail feed, seed and produce store. Its capital stock is \$5,000. H. Schuler, Estella Schuler and Frank C. Schuler are interested.

The Early & Daniel Company, Cincinnati, Ohio, has just completed the installation in its "Tuxedo" feed plant at Cincinnati, a new trough belt conveyor system for unloading feeds directly from cars to bulk bins. In passing from the cars to bins the feed flows over a Rotex Sifter and magnet pulley so all trash, twine, bags, sticks, etc., also all metal is removed before the feed reaches the bins. A signal system extending from the top of the mill back to the car doors will notify the men at both ends whenever the system stops or is in trouble at any point along the line, or when a bin is nearly full. The magnet is the newest improved type, replacing one of the older ones in use in the Tuxedo Mill.

HAY, STRAW AND FEED

The Jordan Feed Store at Bennington, Kan., has been closed.

A feed store has been opened at Forreston, Ill., for George Arjes.

The Star Feed Company has been incorporated at Beresford, S. D.

A feed business has been opened by F. M. Patterson of Roodhouse, Ill.

Wolgemuth & Madeira, Elizabethtown, Pa., have installed a batch mixer.

H. L. Nederman has opened a feed, flour and seed store at Knoxville, Iowa.

A new feed store has been opened at Beech, Iowa, for Carpenter & Knotts.

The Vorwald Bros. of New Vienna, Iowa, have completed their new feed mill.

A new feed mill has been installed for the Victoria Elevator at Corvuso, Minn.

The feed grinding capacity of Jeter & Boston at Yorkville, Ill., is to be increased.

The Ajax Feed Company has sold its business at Arlington, Wash., to R. W. Shaw.

A new grinder has been installed for the New Concord (Ohio) Supply Company.

The feed storage warehouse of H. E. Hill at Frizell, Kan., has been torn down.

A feed grinder will be installed for the Farmers Elevator Company of Boxholm, Iowa.

An attrition mill is to be installed for the Griffith Lumber Company of Stillman Valley, Ill.

A feed warehouse has been completed at Lincoln, Kan., for the Robinson Elevator Company.

The Atlantic Feed & Supply Company, Inc., has been incorporated at West Palm Beach, Fla.

The feed storage capacity of the Crookston (Neb.) Elevator Company, is being enlarged.

Feed grinding machinery is to be installed in the Cherney & Watson Elevator at Walthill, Neb.

C. R. Holmes has sold his feed and lumber business at West Union, Ohio, to Bruce McHenry.

R. G. Neely has bought his partner's interest in the Neely & Click Feed Store at Kerrville, Texas.

The A. B. Martin Grain Company of La Fontaine, Ind., has installed a batch mixer and corn cutter.

Feed grinding machinery is to be installed for the Casselton Elevator Company of Casselton, N. D.

A new office building has been completed at Chehalis, Wash., for the Thompson Feed Company.

Feed grinders are to be installed in the Freeport and Egan, Ill., elevators for the H. A. Hillmer Company.

The Wahu Tonic & Feed Company of Sheridan, Ind., has been dissolved. Charles P. Coleman, James A. Irby and George Goodnight were in-

terested. Charles P. Coleman has retired and George Goodnight and James A. Irby will continue under the old name.

The Wertheimer & Deegan Feed Yards, Inc., of Omaha, Neb., have been incorporated, capitalized at \$100,000.

McWilliams & Query have established a two-story building at Jackson, Mo., for their feed and seed business.

The feed business of J. E. Tierney at Driscoll, N. D., will be increased in connection with his elevators there.

Feed grinding machinery is to be installed in the near future for the Farmers Elevator Company of Delavan, Ill.

The feed store of William Tetz of Ridgefield, Wash., has been sold to William D. Russell and T. W. Finnegan.

Louie Johnson has bought the interest of Bert Quimby in the feed, coal and potato warehouse at Waupaca, Wis.

The Roderick Lumber Company has bought the feed, coal and seed business of L. V. Dodge at Brodhead, Wis.

The Francis Bros. have incorporated at Portland, Ore., to conduct a feed and supply business. J. F.,

OBITUARY

ADAMS.—Frank Adams, for years cashier of the Nye-Schneider-Fowler Company, died at Riverside, Calif., in an automobile accident.

BAKER.—Allan Baker died recently. He had for years been in the feed business at St. Louis, Mo. He was a member of the Merchants Exchange and operated as the Allan Baker Commission Company. He retired a number of years ago.

BEATTY.—Fred H. Beatty died aged 63 years at Cochran, Pa. He was formerly with the Cochran Feed Company.

CLEVINGER.—W. P. Clevinger died recently at Greenville, Ohio. He operated a small feed store there for several years.

COWING.—Herbert W. Cowing died at New York, N. Y., where he was senior partner of Cowing & Roberts.

CRUTCHER.—James W. Crutcher died at Nashville, Tenn., where he had for years been a member of McLemore-Crutcher Grain Company. Later he

established the Crutcher Grain Company there.

DE LEUW.—G. J. De Leuw of the McCarthy Bros. Grain Company died at Minneapolis recently. He had been in the grain business for years.

DINSMORE.—Anna M. Dinsmore, treasurer of the McCaull Dinsmore Company, died at Minneapolis, Minn. She had been treasurer of the company for more than 25 years.

DOBSON.—H. M. Dobson died aged 72 years at Los Angeles, Calif. He was president of the Dobson-Hicks Company, wholesale field seed dealers of Nashville, Tenn.

EVANS.—David H. Evans died from automobile accident at Santa Ana, Calif., on May 25. A half century ago he was in the grain and hardware business at Tracy, Minn. He had made his home in Los Angeles, for two years.

ESTES.—W. Barney Estes died at Atlanta, Ga., aged 41 years. He was formerly with the W. S. Duncan Grain Company, withdrawing from that

firm to form the Waldrop-Estes Grain Company which later became the Smith-Estes Grain Company.

ENSLEY.—Henry Elmer Ensley died on May 17 at Springfield, Ill. He was a retired central Illinois grain dealer.

FARMER.—H. J. Farmer, president of the Farmers Elevator Association, died near Pipestone, Minn. He had been ill with pneumonia for only a short time.

GIBSON.—Charles F. Gibson, manager for the Farmers Elevator Company of Mapleton, N. D., for 10 years, died recently.

GRESSITT.—John M. Gressitt died at Baltimore, Md., on May 25. He was senior member of the firm of J. M. Gressitt & Co., grain receivers and was one of the older members of the Chamber of Commerce.

HANNA.—John Steve Hanna died at Portland, Ore. For years he had been superintendent of the Northwestern Dock & Elevator Company, a subsidiary of Strauss & Co.

HAYS.—W. A. Hays died on May 29 at Blackwell, Okla. He was formerly connected with the Blackwell Milling & Elevator Company and later was in the grain business.

HARTMAN.—Christian Hartman died aged 75 years at Evansville, Ind. For years he had been in the wholesale and retail feed and seed business there.

HOLMES.—George Holmes died at his home in Devils Lake, N. D., on April 30. He has operated a grain elevator at Brocket for years, retiring a few years ago.

JAMES.—Edward S. James died from pneumonia aged 65 years. He had been a member of the Chicago Board of Trade since 1898. He had been with Armour & Co., and the Armour Grain Company, retiring from the latter as vice-president four years ago.

KELLY.—Jack Kelly, elevator manager for the Crescent Flour Mills, Denver, Colo., died on May 18 there.

MULHOLLAND.—E. M. Mulholland died at Flugstad (December p. o.), Iowa, on May 7. He was manager of the Flugstad Farmers Grain Company.

MULLINS.—Harvey Mullins died at his home in Indianapolis, Ind., from heart trouble. He at one time was president of the Board of Trade.

MUNSIL.—Jack Munsil died at St. James, Mo. He had been in the grain and feed business there.

MATTHEWS.—George B. Matthews died at New Orleans, aged 76 years. He was a veteran grain dealer. He entered the flour and grain business as

a member of W. H. Matthews & Bros. In 1913 the name was changed to Frank B. Matthews & Sons, and Mr. Matthews retired 10 years later.

NEAL.—Thomas C. Neal, who established the first elevator at Hartford City, Ind., died recently.

PETERSON.—On May 15, Gilbert E. Peterson died at Duluth, Minn. He was secretary of Turle & Co.

SAMPSON.—George Sampson, grain elevator employe at Sheldon, Ill., for 30 years, was killed when he fell 80 feet into an empty bin at the elevator.

SEAL.—Thomas H. Seal, agent for the Baltimore & Ohio Elevators, Baltimore, Md., died on May 14 aged 67 years. He had been with the railroad for 56 years.

SHRIVER.—C. G. Shriver died on May 21 at Churdan, Iowa. He was secretary-treasurer for the Farmers Elevator Company there for years.

THEIS.—John A. Theis died suddenly on board train coming back from his vacation. He was president of the Kansas City Board of Trade and chief grain buyer for the Davis-Noland-Merrill Grain Company.

VAN DEN BERG.—Milton H. Van den Berg died on May 24 at Toledo, Ohio. He had formerly been in the seed business at Cumberland, Md., and lately had been in the seed business at Toledo. He had been a member of the Toledo Produce Exchange since 1917.

VAN DUSEN.—Fred C. Van Dusen died on May 27 at Minneapolis, Minn. He was president of the Van Dusen Harrington Company, grain commission merchants there.

WAYNE.—Edwin M. Wayne died on May 14 at Delavan, Ill. He was one of the oldest grain men in the state. Further details are given elsewhere in this issue.

WEINAND.—John N. Weinand died on May 15 at Chicago, Ill. He was connected with Ware & Leland and later with E. F. Leland & Co. When Lamson Bros. took over Leland & Co., he joined them. He was 64 years old.

WICKENHISER.—John Wickenhiser died on June 5 aged 72 years, from heart trouble. He was a member of the firm of John Wickenhiser & Co., grain dealers of Toledo, Ohio. He went to Toledo 38 years ago and formed the Ainsworth & Wickenhiser Shoe Company. Twenty-seven years ago he entered the grain business as Wickenhiser & Travis. He was a member of the Chicago Board of Trade and a past president of the Ohio Grain Dealers Association, and the Toledo Produce Exchange.

WOLF.—Frank W. Wolf, aged 77 years, of Sherman, Ill., died on May 17. He was manager of the grain elevator operated by the Hill Company.

covering all claims not paid prior to that time, and in addition a list of the inbound paid freight bills which remain unused for reshipments. J. S. Brown, manager of the Board's transportation department, also suggested tracing for prompt payment all claims of every description which are already on file with the railroad company.

CANADIAN AND U. S. RATES

Senate Resolution 250, offered by Senator Wheeler of Montana, asking the Interstate Commerce Commission to ascertain whether rates on grain and other agricultural products in the Northwest may be reduced to the basis of Canadian rail rates, has been adopted. It also calls upon the Commission to reduce the rates, if it finds they may be reduced, and to report to the Senate at the next session. In commenting on the resolution, *The Traffic World* said, in part:

There are hundreds of joint rates crossing the international boundary lines. In none of the tariffs containing such rates have the United States published rates from the border to the United States point. In no case, practically if not absolutely speaking, have the United States lines published rates to the border for application on traffic going into Canada.

Practical difficulties confront the United States lines in the publishing of rates. There are many routes and many railroads in the United States. There are few distinct railroad corporations in Canada. Those facts create the tariff publishing difficulties. The competing routes in the United States desire to equalize rates via their routes. Not all points where railroads physically cross from one country to the other are stations from and to which rates may be published, because a railroad, broadly speaking, cannot offer to deliver traffic at a point where it has neither a sidetrack nor a station. That is also the fact about the Canadian lines. The fact that there are not as many distinct railroads in Canada as there are in the United States makes it impossible, easily, for combinations of United States and Canadian lines to make up routes the proportionals over which will match the factors applicable over the direct or rate-making routes.

COMMISSION DENIES DELAY

Chairman Johnston B. Campbell of the Interstate Commerce Commission addressed a letter to Representative Homer Hoch last month, in which he commented on the congressman's accusation that the Commission had "delayed" in reaching action on cases pending involving investigation of grain and livestock rates. Commencing by a general denial of unnecessary delay, and explaining the vast volume of work in taking testimony, Mr. Campbell goes on to say, in part:

It is true that the grain investigation has been in progress for a full year. It is also true that every effort has been made to facilitate the progress of that investigation. This has taken time, but there has been absolutely no delay. Only one effort to delay the proceedings has been made and that was not made by the railroads.

Prior to the opening of the first hearing, informal conferences were held with interested parties in the hope that thereby the issues might be more clearly defined and the positions of the respective parties made known to one another. Parties were requested as far as possible to prepare exhibits in advance of the hearing and to make them available to others. In spite of all these efforts it was found impossible to conclude the hearings at an earlier date.

All the many parties in the proceeding have cooperated with a view of condensing the record as far as possible and expediting the hearing. The grain investigation is not one case, in the ordinary sense of the word, but it is a bundle of large cases, the equivalent of perhaps 20 or 30 good-sized cases. While the testimony may appear to have been "interminable," the subject matter itself is equally "interminable."

In spite of all these efforts a record of 34,000 pages has been accumulated, and before the final hearings are concluded there will be some additional thousands of pages. Two of our experienced examiners attended all the sessions, and one member of our Commission was in constant attendance during periods totaling 30 weeks. Daily sessions were held, three hours in the forenoon and three hours in the afternoon.

ACCURACY OF CAR ESTIMATES IS SHOWN

A comparison of the actual freight carloadings in Midwest territory in the last quarter of 1927 with the advance estimate as to probable loadings made by the Mid-West Shippers' Advisory Board early last October discloses that this advance estimate was almost exactly correct, according to Robert Hula, general secretary of the Mid-West Shippers' Advisory Board. At the meeting held in Decatur, Ill., on October 12, 1927, the various commodity committees of the Mid-West Shippers' Advisory Board estimated that in the last three months of 1927, 1,129,649 freight cars would be required for the loading of specified Midwest commodities. The actual carloadings of these commodities in this territory in these three months amounted to 1,128,728. The actual loadings thus showed a variation from the advance estimate of 921 cars, or a variation of about one-twelfth of 1 per cent.

Striking instances of accuracy were shown by the reports of many of the commodity committees. Grain loadings, for example, were anticipated as 78,000 cars; the actual loadings were 78,095 cars, or a variation of 95 cars. Loadings of hay, straw and Alfalfa were estimated at 12,000 cars, while the actual loadings were 11,893 cars, a variation of 107 cars. Loadings of cement were estimated at 19,000 cars, while the actual loadings show 19,323

TRANSPORTATION

TEXAS DEALERS PROTEST RATE

The charge that a number of points in Texas and Louisiana were able to ship flour and grain in mixed carloads to what would logically be the Beaumont trade territory was made at a hearing before R. M. Brown, examiner, of Washington, in the Federal court at Beaumont, Texas. The allegation also was made by witnesses for the Josey-Miller Grain Company of that city that the condition will become even more aggravated during the summer months.—*Houston Post-Dispatch*.

GRAIN AND PRODUCTS CHARGES

The Interstate Commerce Commission has dismissed No. 19101, Jackson (Miss.) Traffic Bureau for Betta Feed Mills, Inc., and Alabama & Vicksburg, et al., on a finding that the charges assessed at Jackson, Miss., on interstate "order notify" shipments of grain and grain products, held for surrender of the bills of lading, were applicable. The charges were \$5.85 per car. The complainant filed indemnity bonds, but, according to the report, did not show that it filed certificates showing that the original bills of lading were not available. The Commission said the rule required the filing of such certificates as prerequisites to the delivery of shipments on which bonds had been filed.

OBJECTS TO BARGE LINE

"Efforts on the part of the management of the Government owned Mississippi-Warrior River Barge Corporation to extend its operations through an additional appropriation from Congress in the amount of \$15,000,000, is of vital concern to Philadelphia, its port and its industries," according to George W. Edmonds, manager, Port of Philadelphia Ocean Traffic Bureau. "The right of Congress to

extend to taxpayers funds for barge services which in turn give advantages in rates to industrial centers with resultant discrimination against others, particularly our own," says Mr. Edmonds, "certainly is cause for concern."

CLAIMS AGAINST C. M. & ST. P.

The C. M. St. P. & P. R. R. has issued a notice advising that, under order of the district court of the United States, all unpaid claims against the receivers of the C. M. & St. P. Ry., where the cause of action arose during the period of receivership, March 18, 1925, to January 13, 1928, inclusive, must be filed by June 30, 1928. The claims should be presented in a petition of intervention, copies of which may be obtained from the railroad company. The notice reads, in part:

This petition should be prepared in triplicate and the full information called for should be given. If you desire to file your petition in the office of the clerk of the district court, the original and a true copy thereof should be mailed to Charles M. Bates, clerk United States District Court, Federal Building, Chicago, and said petition must be accompanied by filing fee of \$2, as provided by the statutes of the United States. If you desire to file your petition of intervention with the railroad company, the original and a true copy thereof should be mailed to W. W. K. Sparrow, vice-president Chicago, Milwaukee, St. Paul and Pacific Railroad Company, Room 738, Union Station Building, Chicago, Illinois. No fee is required for filing with the railroad company.

The transportation department of the Chicago Board of Trade advises that the trade protect itself by presenting at once all claims of every description which have accrued, but which have not yet been filed. As to refund claims, all C. M. & St. P. Ry freight bills should be used up at once, if possible. Petition of intervention should be filed with Vice-President Sparrow prior to June 30, 1928,

cars, a variation of 323 cars. Loadings of canned goods were estimated at 12,000 cars, while actual loadings were 11,953 cars, a variation of only 47 cars. This remarkable degree of accuracy in forecasting future traffic requirements, with a total average error of about one-twelfth of 1 per cent, indicates the reason why the Shippers Advisory Boards' forecasts have been generally accepted as the most reliable index available of future business conditions.

POINTS TO SAVING FOR WESTERN WHEAT SHIPPERS

Senator Walsh, Democrat, of Montana, member of the foreign relations committee, announces that within less than a year negotiations will be inaugurated with Canada for the St. Lawrence waterway project. He says this development would reduce the cost of transporting wheat from the great lakes to Liverpool by from eight to 10 cents a bushel, and would save the farmers of Montana alone about \$5,000,000. Montana produces about 70,000,000 bushels of wheat annually.

It is estimated that after the capitalization of the waterpower development the net cost of the waterway will not exceed \$100,000,000, and that the waterway could be opened for navigation within eight years from the beginning of actual work. Secretary Hoover believes the advantages accruing to the United States would more than offset the cost.

CLAIM RAILROAD RESTRAINS BARGE GRAIN TRADE

The city of St. Paul, Minn., has filed a complaint with the Interstate Commerce Commission against the Chicago, Milwaukee, St. Paul & Pacific and the

St. Paul Bridge & Terminal Railway Company, seeking an order requiring the Milwaukee to establish connection with the complainant's barge terminal at St. Paul.

The complainant says it has constructed a barge terminal on the Mississippi River at St. Paul at a cost of more than \$300,000, for the purpose of handling traffic moving on the river to and from St. Paul, and of handling the interchange of freight moving from the river to the railroads and from the railroads to the river. It says the Inland Waterways Corporation is operating a barge line on the upper Mississippi and that it is necessary for the proper interchange of freight between the barge line and the railroad companies that there be established a physical connection between the lines of the C. M. St. P. & P. and the barge terminal. Negotiations with that carrier, says the complainant, looking to establishment of the connection, have not been successful.

MISSOURI VALLEY RATES SUSPENDED

By an order entered in Investigation and Suspension Docket No. 3089, the Interstate Commerce Commission has suspended until November 5, 1928, the operation of certain schedules as published in Supplement No. 14 to Chicago & North Western Railway Company's tariff.

The suspended schedules propose to establish, in connection with the present proportional rates on grain and grain products from Omaha and South Omaha, Neb., and Council Bluffs and Missouri Valley, Iowa, when from beyond, to Duluth, Minn., and points taking same rates, certain minimum through rates from original point of shipment to destinations, which would result in increases.

and will be ready for business early in the coming fall.

Work of remodeling the grain elevator at Garvin on the Evansville and Boonville traction line, has been complete and the elevator now is ready to receive the new wheat crop.

Adams County, Indiana, will have the largest acreage of soybeans this year in its history, according to a report from Decatur, Ind. A large percentage of Clover and Alfalfa was winter-killed and the farmers are planning to grow soybeans to provide a substitute for hay in providing hog feed.

IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act:

Kind of seed	Month of May		July 1,	July 1,
	1928	1927	1927 to	1926 to
	Pounds	Pounds	May 31,	May 31,
			1928	1927
Alfalfa	(1) 15,800	232,900	782,300	5,109,100
Awnless brome grass	100	.....	300	.....
Canada bluegrass	7,700	19,000	939,300	881,700
Alsike clover ... (2)	190,700	70,000	7,500,400	4,163,200
Crimson clover... (3)	18,700	.....	1,346,100	2,385,000
Red clover (4)	173,500	449,200	(5) 4,563,700	10,814,700
White clover ... (6)	206,700	21,200	1,508,400	934,400
Clover mixtures .....	.....	.....	40,900	23,500
Meadow fescue... ..	.....	.....	200	16,200
Kentucky blue-grass .....	.....	22,400	.....	22,400
Foxtail millet ... ..	.....	.....	30,300	.....
Orchard grass... ..	.....	.....	161,500	260,300
Rape	(7) 570,100	628,500	6,270,600	6,631,600
English ryegrass... (8)	87,200	42,500	1,047,000	1,109,000
Italian ryegrass... ..	3,500	.....	455,900	833,200
Timothy .....	.....	.....	22,600	45,200
Hairy vetch (9)	374,100	185,700	3,360,200	1,961,400
Spring vetch	700	132,000	518,400	933,600
Hungarian vetch. ....	.....	.....	.....	76,400

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Federal Seed Act:

Bentgrass	50,000	42,600	532,200	515,500
Bie, white-flowered sweet clover	115,200	.....	2,241,200	4,129,900
Bie, yellow-flowered sweet clover .....	.....	.....	15,800	174,400
Canary grass... ..	.....	.....	.....	1,100
Carpet grass... ..	.....	.....	.....	.....
Crested dog's-tail .....	.....	.....	.....	15,900
Chewings fescue... ..	71,100	107,400	.....	850,600
Other fescues	14,200	8,700	.....	363,600
Meadow foxtail... ..	.....	.....	200	100
Annual meadow grass	100	.....	.....	200
Japanese millet... ..	.....	.....	128,400	1,900
Lawn grass .....	.....	.....	.....	1,000
mixtures .....	.....	.....	.....	3,300
Redtop .....	.....	.....	.....	8,200
Rhodes grass	1,000	5,900	38,400	.....
Rough-stalked meadow grass... ..	39,500	7,700	248,000	159,200
Sainfoin .....	.....	.....	600	.....
Serradella .....	.....	.....	3,600	.....
Sweet vernal grass	200	.....	600	500
Annual sweet vernal grass ..	.....	.....	2,200	.....
Tall oat grass... ..	.....	.....	23,100	1,100
Tall paspalum	1,000	.....	15,600	500
Velvet grass ... ..	.....	4,700	11,200	14,500
Wood meadow grass	2,200	4,200	36,300	22,700
Yarrow	400	.....	1,200	300

(1) All from Canada, of which 500 pounds were American goods returned. (2) All from Canada. (3) All from France. (4) 107,800 pounds from Russia, 65,700 pounds from Poland. (5) 809,900 pounds Red Clover seed to be permitted entry after staining not included. (6) 164,300 pounds from Poland, 42,400 pounds from Germany. (7) 541,500 pounds from Holland, 28,600 pounds from Germany. (8) 64,800 pounds from Ireland, 22,400 pounds from New Zealand. (9) 154,200 pounds from Latvia, 132,200 pounds from Germany, 87,700 pounds from Hungary.

PROMOTING GOOD SEED

The Kansas State Board of Agriculture has posted placards throughout the state advising buyers of seed to "know what you sow." The interest of the

FIELD SEEDS

(Continued from Page 777)

Europe with prospects of much better crops in France and Hungary.

White Clover moved slowly, but remained nominally unchanged at 28 cents. This was mainly owing to stronger advices from Europe. Arrivals were about 290 bags, against about 880 in April and May.

Timothy was quiet but firm in sympathy with other grasses and owing to unwillingness of country holders to ship freely. At one time the spot basis was advanced ½ cents to 5¼ cents, but the latest quotation by conservative houses is 5.60 cents. Exports for the month were only 260 bags, against about 590 for the month previous.

WESTERN SEED AND FEED MEN ORGANIZE

Recently the Intermountain Feed & Seed Dealers Association was organized at Salt Lake City, Utah. Hyrum Bennion of Murray, Utah, is president; Ralph H. Smart, Springville, vice-president; and E. W. Coombs, Salt Lake City, treasurer.

HOOSIER SEED NEWS

By W. B. CARLETON

Retail and wholesale seed dealers in Indiana towns and cities report that their trade has been holding up all right during the past month and that trade in May showed a marked improvement over the corresponding month of last year.

E. E. McAtee, who for many years was associated

with the Ohio Valley Seed Company at Evansville, has returned from a trip through southern Indiana counties and reports that farmers are well up on their work. Mr. McAtee will leave in a short time for the east where he will accept a position with a large seed house.

Reports from many counties in southern and central Indiana are to the effect that the acreage of corn planted this year probably will be a record-breaker. Up to the first week in June the weather conditions for corn growing were favorable, but with the setting in of heavy rains and cold weather, it was feared that the corn crop might suffer serious injury. In the event that the corn crop does not turn out good many of the Indiana farmers will be in a bad way, as they will realize but little on their wheat crop. Many of the fields of wheat in Indiana will not be worth the cutting this year, while other fields will yield as low as five bushels to the acre. Oats are looking very good. The acreage of oats in Indiana is much larger this year than it has been for a number of years past. Alfalfa is looking well. The recent rains have also caused the meadows to grow rapidly and it is believed the yield of Timothy will be equal to that of last year. Clover fields also are looking very well. There has been a large acreage of soybeans planted in Indiana this year.

Higginbotham, Antel & Garrett have announced that they will build a new grain elevator at Johnson, Ind., a station on the Big Four Railroad near Evansville. The building will be built of concrete

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Digester Tankage - - 60% Protein—Great Specialty

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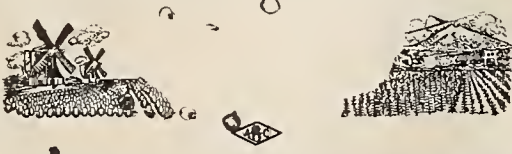
60% Protein

state board which maintains a seed laboratory at the Kansas State Agricultural College at Manhattan results from the pure seed law which went into effect July 1, 1925. The law defines agricultural seed and provides for the enforcement of the law.

Packages of seed weighing more than 10 pounds must bear labels describing the seed they contain. In an effort to make the seed law effective the board of agriculture suggests that a sample of all seed purchased be saved. If the crop is not satisfactory, the sample and tag can be sent to the seed laboratory for test and comparison.

NEW SEED TRADEMARK

The following new seed trademark was recently published in the *Official Gazette* of the United States



Patent office: "A B C" seeds, bulbs, etc. American Bulb Company, Chicago, Ill. Filed March 12, 1928. Serial No. 262,993.

BADGER STATE SEED NEWS

By C. O. SKINROOD

The Red Clover market wound up here with a grand flourish. The trade seemed to want more and more Clover toward the end of the season with the result that the market for the seed turned very strong. The price advanced from 2 to 3 cents a pound.

The winter killing was so general in the hay lots of the Northwest that there was also excellent demand for Timothy seed for most of the season, according to the leading Milwaukee handlers. As for

Alsike the buying during the year was heavy and there is practically none left as a carryover, the dealers here state.

There was a fair carry over of Alfalfa as matters stand now, the dealers in Milwaukee declare. But there is still considerable demand left to be filled. Buying orders are coming in steadily and the demand is expected to keep up for several weeks yet. In general the buying of Alfalfa is expected to be good for several seasons, largely because so many of the Alfalfa fields are killed that it will take several years to get them all.

The Sweet Clover demand was large for the entire season and the stocks left at the end of the buying period are far from burdensome. Predictions are made in Milwaukee that the Sweet Clover acreage next year will be curtailed to quite a large extent. This will mean still better demand for any small remnant of the crop of old seed which has not been sold up to date.

The demand for seed corn in the Milwaukee market proved to be extremely disappointing. Predictions had been made that an unparalleled buying movement could be looked for this year. But the buying flattened out and trade was light. Dealers in seeds explain the change in trend as due to the fact that the farmers are getting wise to the fact that seed corn is high and scarce every spring and they are taking steps to forestall being caught in a pinch by saving plenty of seed corn, not only for themselves, but also for several of their neighbors.

The Wisconsin College of Agriculture has made special plans to assist the farmers of the state of Wisconsin to work out of their dilemma in the shortage of feeds because of the general winter killing of Clover and Alfalfa fields.

L. F. Graber, the Alfalfa specialist of the State College, is asking all farmers to keep right on sowing Alfalfa during the summer to help make up the shortage. He advocates the seeding of Alfalfa during the entire month of July, even to August 1.

With most of the fields of hay dead in this state, the Wisconsin experiment station authorities are urging farmers to change over from Clover to Alfalfa just now when reseeding must be done. It is pointed out that Alfalfa has a great advantage over Red Clover in many respects, one of them being that

Alfalfa roots go down into the ground from two to three times as deep as Clover roots and thus this crop does much better on light, sandy soils, than does Clover.

PACIFIC STATES SEEDSMEN ELECT

At the third annual meeting of the Pacific Seedsmen's Association, held at Portland, Ore., on May 31, June 1 and 2, Waldo Rohnert of Gilroy was elected president; Frank Leckenby, general manager of the Charles H. Lilly Company, vice-president; R. E. Mason of C. M. Volkman & Co., San Francisco, Calif., re-elected secretary-treasurer. The Board of Directors is: W. B. Early, Albert M. Hand, Manfred Meyberg, O. B. Cropper.

LARGER CRIMSON CLOVER SEED CROP

Production of Crimson Clover seed is expected to be somewhat larger than last year, according to the United States Bureau of Agricultural Economics. Greater production is due mostly to an increase in acreage in Franklin County, Tennessee, where the bulk of the domestic crop is usually produced. Shippers expected an increase of about 30 per cent over the production of a year ago in that county. On the other hand, production in Lincoln County is expected to be much smaller than last year on account of winterkilling.

In Tennessee cutting was expected to begin about June 1-5 or five or 10 days later than last year. Cutting was expected to begin in Maryland and Delaware at about the same time as last year or June 1. More or less nominal prices ranging \$12.50-\$15 per 100 pounds, basis clean seed, have been offered to growers in the Tennessee district.

The outlook for the new crop in France and Hungary is for a larger production than last year. High prices apparently appealed to growers and an increased acreage is available for seed. Weather conditions were such that the crop came through the winter in good condition. Yields are expected to be good if favorable weather occurs until about July 1. Export prices have not been fully established.

(Continued on Page 785)

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Extra Selected Seed Corn Rescreened

For ensilage, grain and other purposes and for Farmers' use who do not want to pay for the best grade of Seed Corn, we offer our "Commercial Grade" thoroughly rescreened, removing the smaller "Tip" and larger "But" grains and otherwise the same as our selected grade, BUT NOT HAND PICKED.

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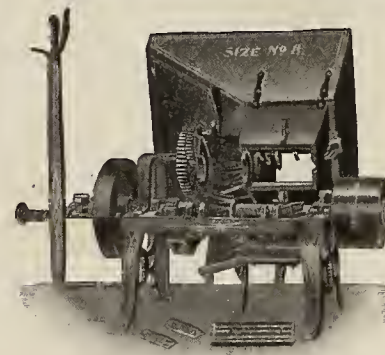
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by
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and
F. B. Morrison

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Warehouse and Sales Room:
1400-1402 West 12th Street
KANSAS CITY, MO.

(Continued from Page 784)

Exporters have made offers at \$10.50-\$11.50, which is several dollars lower than prices mentioned at the opening last year.

TOLEDO SEED NEWS

By C. O. BENDER

Old imported Clover scored an advance during the past month and met with a fair demand. The new crop futures, October and December have both shown strength on the crop news. Every setback has brought fresh buying power into the market. The trend of the market will depend largely on the weather after the hay crop is cut the latter part of this month. A recent report compiled by Hales & Hunter of Chicago covering the winter-killing of Alfalfa and Red Clover indicates that out of 686,000 acres in 18 states on January 1, this year 153,000 acres were winter-killed. Losses in Red Clover range from 6 per cent in Kansas to 48 per cent in Illinois. At the present conditions abroad have indicated they may have another small crop and this will probably mean they will have only a small surplus. This is largely the reason for the strength shown in old imported prime. At \$13.50 it looks like good value because of the liberal discount under October. Dealers have no large stocks to carry over and this will mean that new crop Clover will be wanted in the fall. The opinion is given that Red Clover looks cheap enough at present.

(Continued on Page 786)

For Sale

ELEVATORS AND MILLS

FOR SALE IN NORTHERN INDIANA

Interest in two elevators and coal yard. Doing large business, by party not active. Buyer must have elevator experience and be able to assist present manager. J. C. PALMER, Geneva, Ohio.

PRICED TO SELL AT ALPHA, MINN.

All elevator properties consisting of two elevators, coal sheds, salt house, flour house, corn crib and offices together with office equipment used in connection. FARMERS' CO-OPERATIVE SOCIETY, Alpha, Minn.

FOR SALE IN KENTUCKY

Large modern feed plant, five-story and basement, brick and concrete mill building and 125,000-bushel concrete elevator adjoining, also other warehouses. Complete plant; splendid location; advantageous transit and reshipping privileges. Best of reasons for selling. BLUE GRASS-ELMENDORF GRAIN CORP., Lexington, Ky.

TRUSTEE'S SALE

The elevators belonging to the Dunbar Grain Co., Bankrupt, will be sold at auction at 2:00 P. M., July 7th, 1928, at the office of the company in DUNBAR, NEB. This property consists of three elevators and accessories, complete and ready to run. Immediate possession. Bumper crop of wheat promised for this year. For further particulars write A. B. WILSON, Trustee, Nebraska City, Neb.

TWO ELEVATORS FOR SALE

One 15,000-bu. and one 20,000-bu. capacity. Located at Bay City and Hager City, Wis., six miles apart on the Burlington Road. Can easily be operated under one management. One has a 15-h.p. and one a 25-h.p. gasoline engine. Dump scale and clipper cleaner at Bay City and two hopper scales at Hager City. All in good running condition. The Hager elevator is on the railroad right-of-way and leased at \$5.00 a year; the Bay City is also partly on the right-of-way and leased at \$5.00 a year. Two lots back of the elevator go with it. Good points for additional farm implements, flour and feed. Splendid opportunity for right party. Reason for selling, retiring from the grain business. For further particulars, write C. J. SWANSON & CO., Stockholm, Wis.

Miscellaneous
Notices

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Salesmen calling on the grain and coal dealers, to sell calculators. Your territory protected. E. C. ENSWORTH, Warren, Pa.

FOR RENT

Well located grain elevator at Warsaw, Ind. Can combine feed grinding and coal business. THE STATE BANK OF WARSAW, Warsaw, Ind.

WANTED

Millwright and machinist wants work. First-class, all-around man; understands both wood and iron construction, pipe fitting and electrical work. Not afraid of hard work. Will go anywhere and give first-class reference. WM. T. BIRD, P. O. Box 233, Spotswood, N. J.

HAY WANTED

Get full market value for your hay and straw. Ship to JOHN DEVLIN HAY CO., INC., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

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When in the market for feeds, get in touch with the BEARDSLEY BROKERAGE COMPANY, 327 S. LaSalle St., Chicago, Ill. We handle all kinds of mill feeds, linseed meal, cotton seed meal, oat products, corn products, Alfalfa meal, dried buttermilk, etc. Write or wire. Robinson code.

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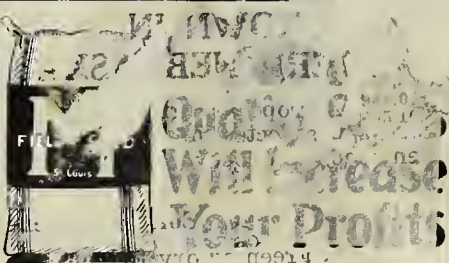
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All Grades and Grinds.
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Lamar, Colorado

ent prices and should anything happen to the new crop might easily sell much higher. Alsike and Timothy have ruled firm during the month and new crop prospects are rather spotty for both. The demand for cash and futures has been quite brisk for this time of year.

PROGRAM FOR SEED DEALERS MEETING

An interesting and instructive program has been arranged for the twentieth annual convention of the Farm Seed Association of North America which will be held at Hotel Stevens, Chicago, June 26-27. The wholesale seed trade in general is asked to be present at the open meeting on June 26 at 2:30 p. m., at which numerous papers and subjects of interest will be read and discussed. The program is as follows:

June 26, 9:30 a. m. Executive session
Report of officers and standing committees.
Address—Alvin Dodd, director general of the Wholesale Dry Goods Association of the United States. Subject—"Stabilizing Trade Practices."
June 26, 2:30 p. m. Open session
Address—Merle Thorpe, editor "Nation's Business." Subject—"This New Business Era."
Address—Edward C. Parker, assistant chief marketing specialist, Hay, Feed and Seed Division, Bureau of Agricultural Economics, United States Department of Agriculture. Subject—"Timothy—Past, Present and Future."
Address—W. A. Wheeler, chief Hay, Feed and Seed

Division—Bureau of Agricultural Economics, United States Department of Agriculture. Subject—"First Year's Progress in Seed Verification."
Address—A. J. Ogaard, executive secretary of the Farm Seed Association of North America. Subject—"Sound Legislation Backed by Education."

June 27, 9:30 a. m. Executive session
Report of committees including report of official representatives to the Second International Congress of the Clover and Grass Seed Trade. Election of officers, etc.
Address—Dillon T. Stevens. Subject—"Co-operative Advertising."

THE RED WHEAT PROBLEM

There is something to think about this year in wheat. We are referring to No. 2 Red, the new crop. That seems to be the problem the millers and elevators in our section have before them at the present time. There is quite a difference of opinion—some think Red wheat will lose its premium next year on account of the heavy substitution of Hard in the Red wheat territory, and others are of the opinion that the premium will be very high.

Should Red Winter start out at an excessive premium we ourselves will not put it away, we would rather run our chances on oats or Hard wheat. This market has never handled any Pacific Coast wheat to speak of—this is a new thing with the millers in our section and we doubt if very much of it will be handled here.

Up to the present time very few contracts have

been made on new wheat. We understand that a few have been worked at about 20 cents over the September price basis.—*The Early & Daniel Company, Cincinnati, Ohio, letter of June 11.*

J. L. Barnes has incorporated the Standard Seed & Hardware Company of Birmingham, Ala.

The Kilgore Seed Company, Jacksonville, Fla., has changed its principal place of business to Plant City.

W. D. Canning's interest in the Canning Seed Company of Hutchinson, Minn., has been bought by Ralph Smith.

A four-story office and warehouse building is being erected at San Francisco, Calif., for D. M. Ferry & Co., of Detroit, Mich.

Emil A. Watson, Edna S. Watson and Mark A. Penick have incorporated at Quincy, Ill., as the Quincy Seed Company. The company is capitalized at \$10,000.

L. W. Maloy has resigned his position with McLaughlin, Ward & Co., Jackson, Mich., and will be succeeded by William E. Save, manager of the seed department.

The George W. Young Company of Owosso, Mich., now has a permanent office at 327 South LaSalle Street, Chicago. The company handles field seeds, feed, bags, wool, etc.

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Crawfordsville, Ind.
GRAIN
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LEADING GRAIN RECEIVERS IN ALL MARKETS

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Leeson Grain Co., grain merchants, consignments.*
McConnell Grain Corporation, commission and brokerage.*
McKillen, Inc., J. G., receiver.*
Seymour-Wood Grain Co., consignments.*

CEDAR RAPIDS, IOWA

Wilder-Murrell Grain Co., wholesale, grain, seeds, feeds.*

CHICAGO, ILL.

Bailey & Co., E. W., commission merchants.*
Brennan & Co., John E., commission merchants.*
Bridge & Leonard, hay, grain.*†
Clement, Curtis & Co., commission merchants.*
Doern-Scarritt-Hannah Co., grain and seeds.*
Dole & Co., J. H., commission merchants.*
Hoit & Co., J. W., com. grain, seeds.
Lamson & Co., commission merchants.
McKenna & Co., com. merchants.*
Norris Grain Co., grain merchants.*
Paynter, H. M., grain commission.
Quaker Oats Co., wheat, corn, oats, barley, rye.
Rosenbaum Grain Corporation, grain merchants.
Rumsey & Co., grain commission.*
Shaffer Grain Co., J. C., grain merchants.*

CINCINNATI, OHIO.

Early & Daniel Co., hay, grain, feed.*†
Scholl Grain Co., grain exclusively.

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Cleveland Grain & Milling Co., receivers and shippers.*†
Shepard, Clark & Co., receivers, shippers, grain, millfeed, buckwheat.*

*Members Grain Dealers' National Association.

CRAWFORDSVILLE, IND.

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DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DES MOINES, IOWA

Lockwood, Lee, grain brokerage.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

GREENVILLE, OHIO.

Grubbs Grain Co., E. A., wholesale grain, wheat, corn, oats.*

INDIANAPOLIS, IND.

Bingham Grain Co., receivers and shippers.*
Cleveland Grain & Milling Co., grain dealers.*
Kinney, H. E., Grain Co., grain, hay, feed.*†
Maibucher, C. Wm., Grain Co., grain commission.

KANSAS CITY, MO.

Moore-Seaver Grain Co., corn and oats.*

MILWAUKEE, WIS.

Kamm Co., P. C., grain merchants.*

MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.*
Cargill Elevator Company, milling wheat.*
Mitchell Company, W. C., com. merchants.

NASHVILLE, TENN.

Rose & Co., G. P., seeds and grain.

OMAHA, NEB.

Updike Grain Co., receivers and shippers.*
Trans-Mississippi Grain Co., grain merchants.*
Butler-Welsh Grain Co., grain commission merchants.*
Omaha Elevator Co., receivers and shippers of grain.*

†Members National Hay Association.

PEORIA, ILL.

Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.*

PHILADELPHIA, PA.

Rodgers, James J., flour, feed, grain.*

PITTSBURGH, PA.

Harper Grain Co., grain commission.
McCague, R. S., grain and hay.*†

ST. LOUIS, MO.

Martin Grain Co., rec. exclusively.*†
Mangelsdorf & Bro., Ed. F., seeds.
Nanson Commission Co., receivers, shippers.*†
Picker & Beardsley Com. Co., grain, hay.*†
Prunty, Chas. E., grain and seeds.
Toberman Grain Co., grain, hay, seeds.*†

SIDNEY, OHIO

Custenborder & Co., E. T., carlot grain.*
Wells Co., J. E., wholesale grain, seeds.*

SIOUX CITY, IOWA

Flanley Grain Co., grain receivers.
Terminal Grain Corporation, grain receivers.

TIFFIN, OHIO

Sneath-Cunningham Co., grain and seeds.

TOLEDO, OHIO

De Vore & Co., H. W., grain, seeds.*
Southworth & Co., grain and seeds.*†
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Zahm & Co., J. F., grain and seeds.*

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Goodrich Bros., wholesale grain, seeds, hay.*†

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The Wooster Milling & Grain Co., grain dealers, operating 11 elevators.*

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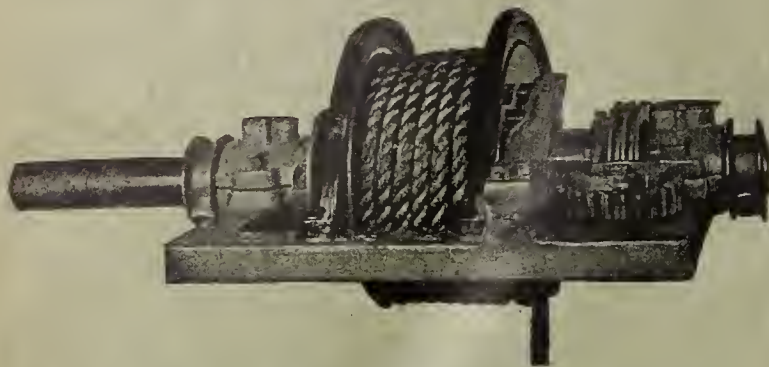
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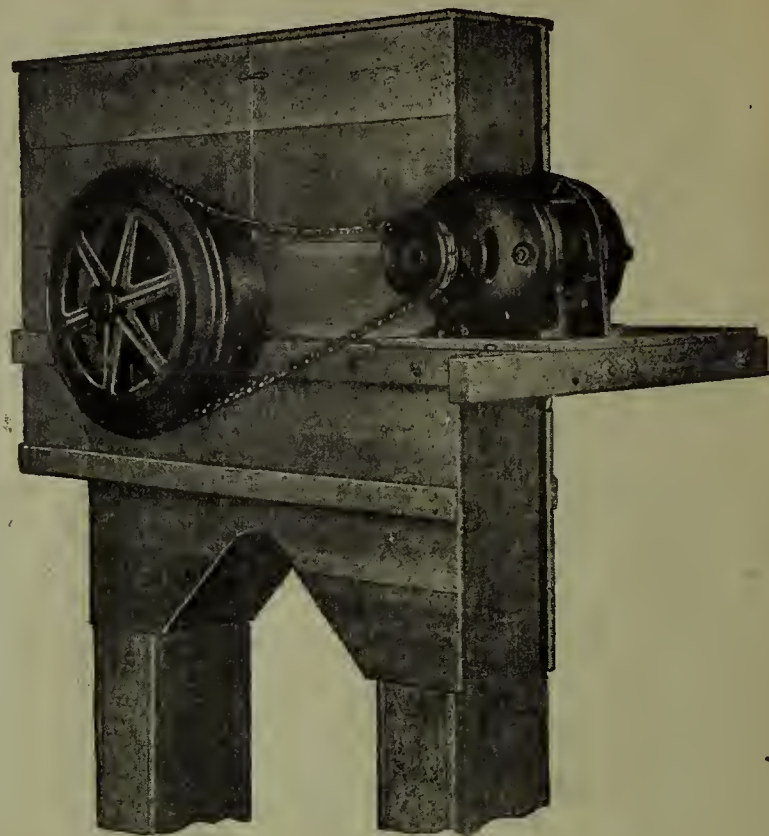
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